

FIG. 1A

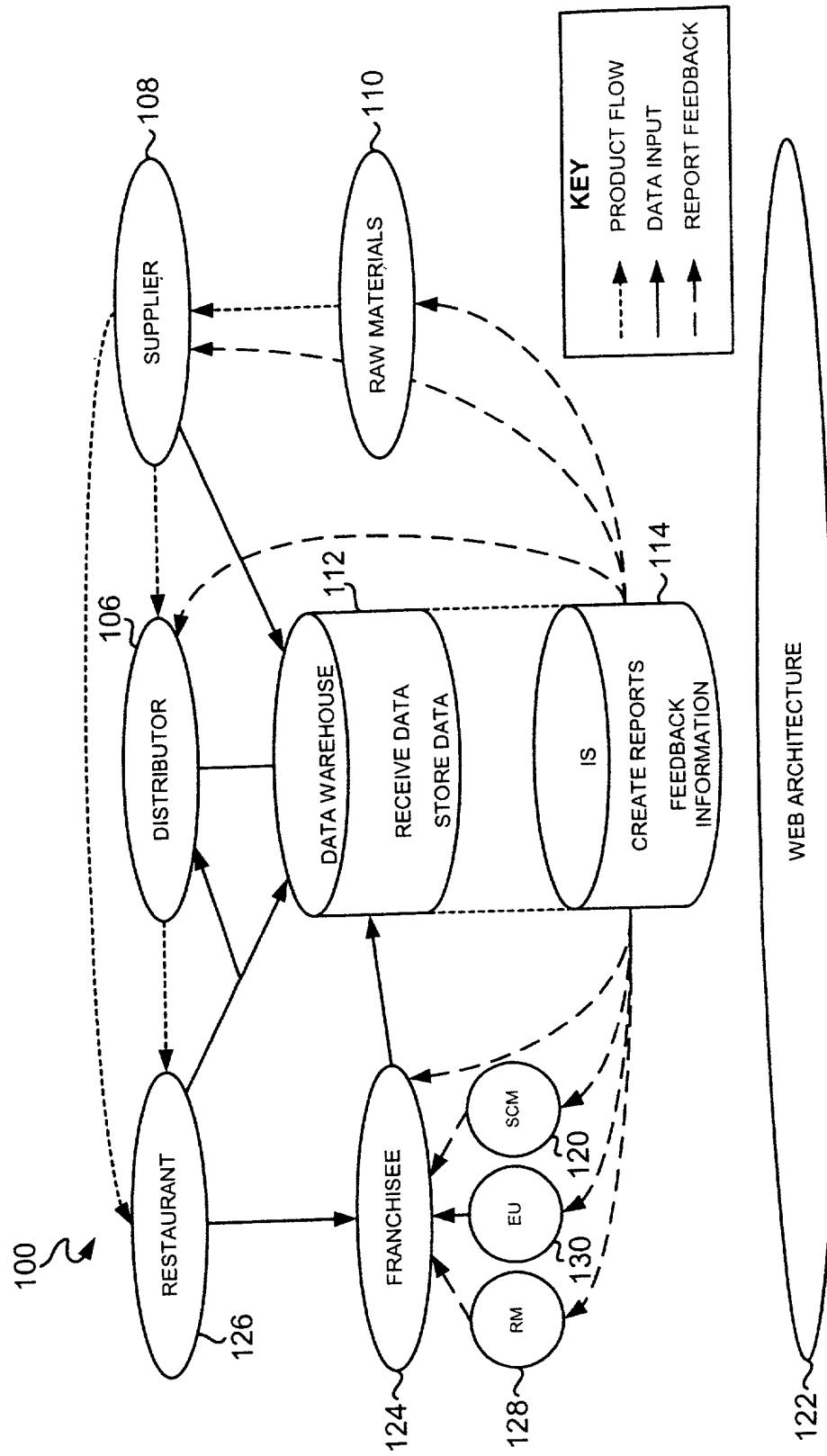


FIG. 1B

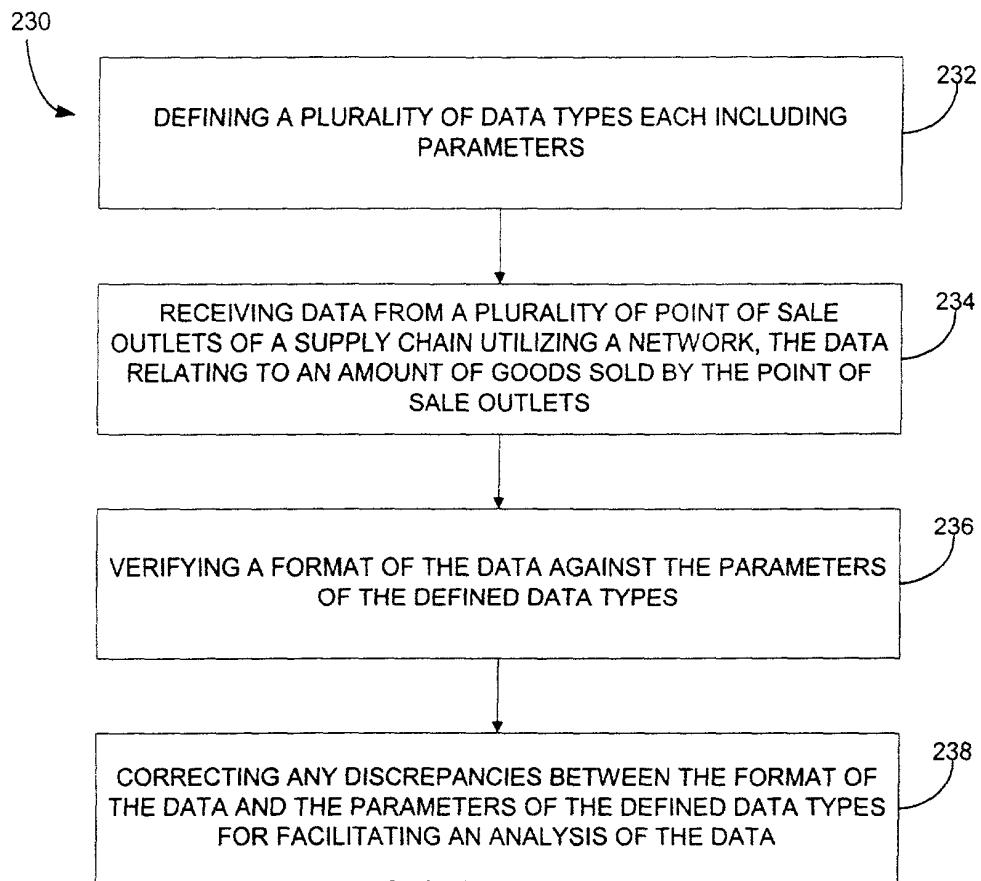


FIG. 2

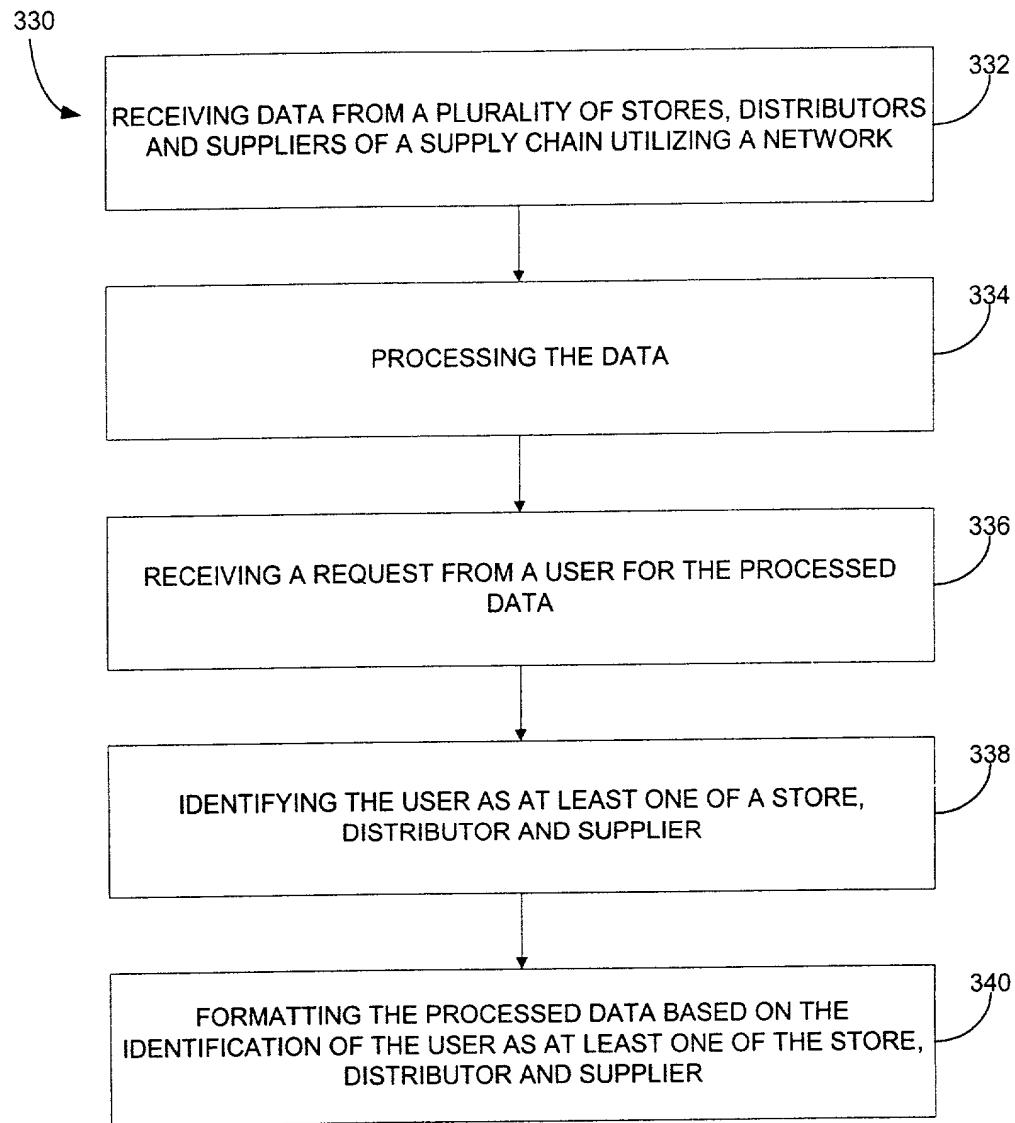


FIG. 3

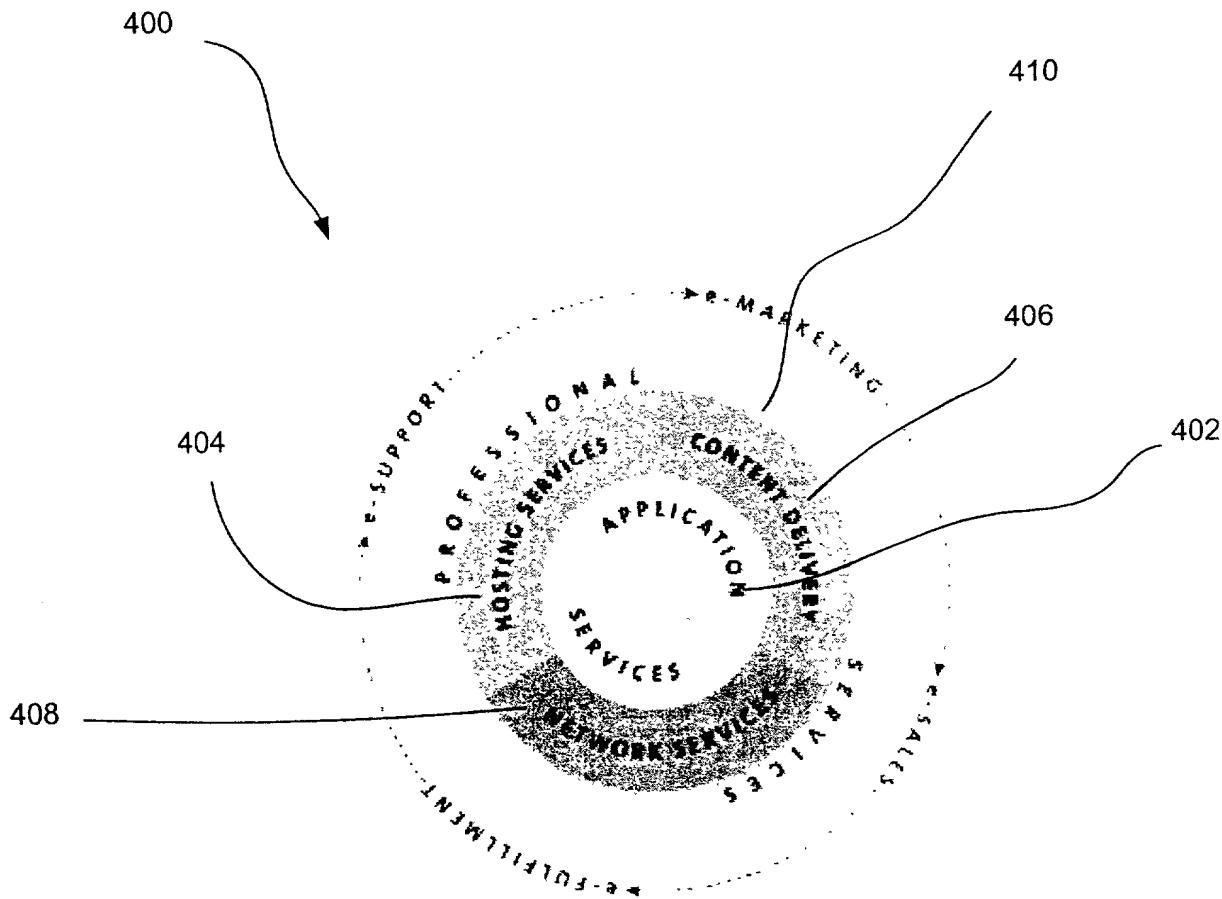


Fig. 4

50 50 50 50 50 50 50 50 50 50

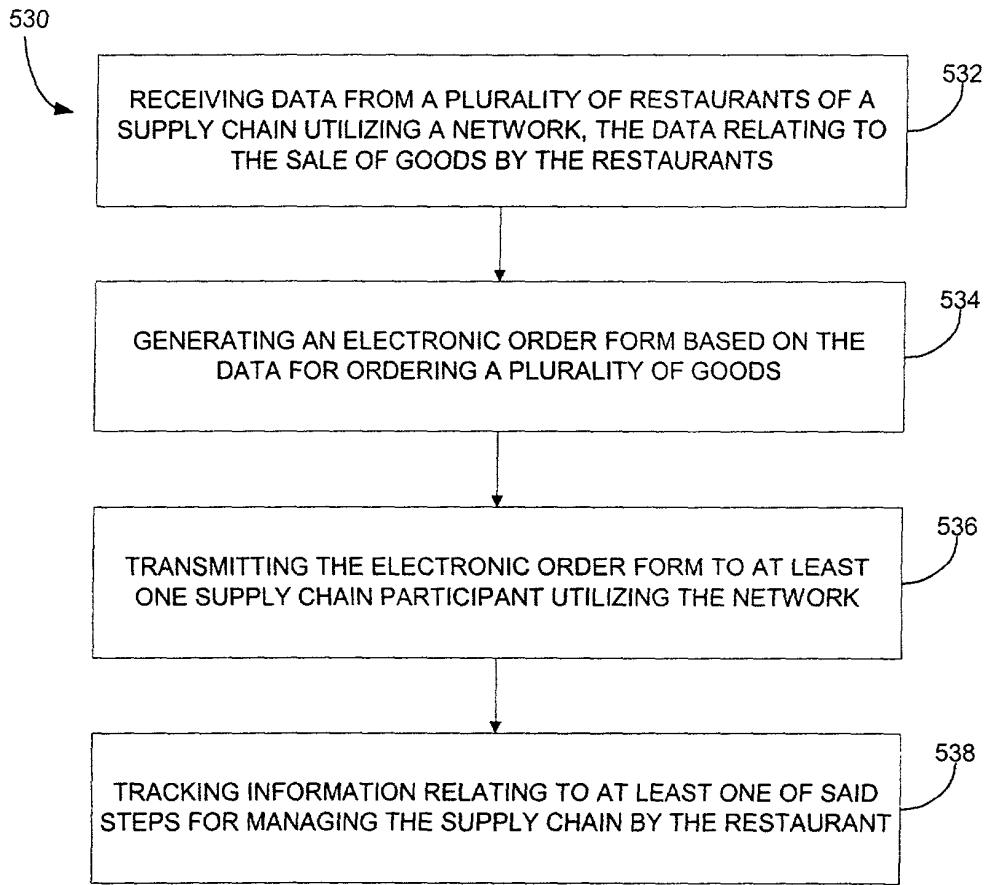


FIG. 5

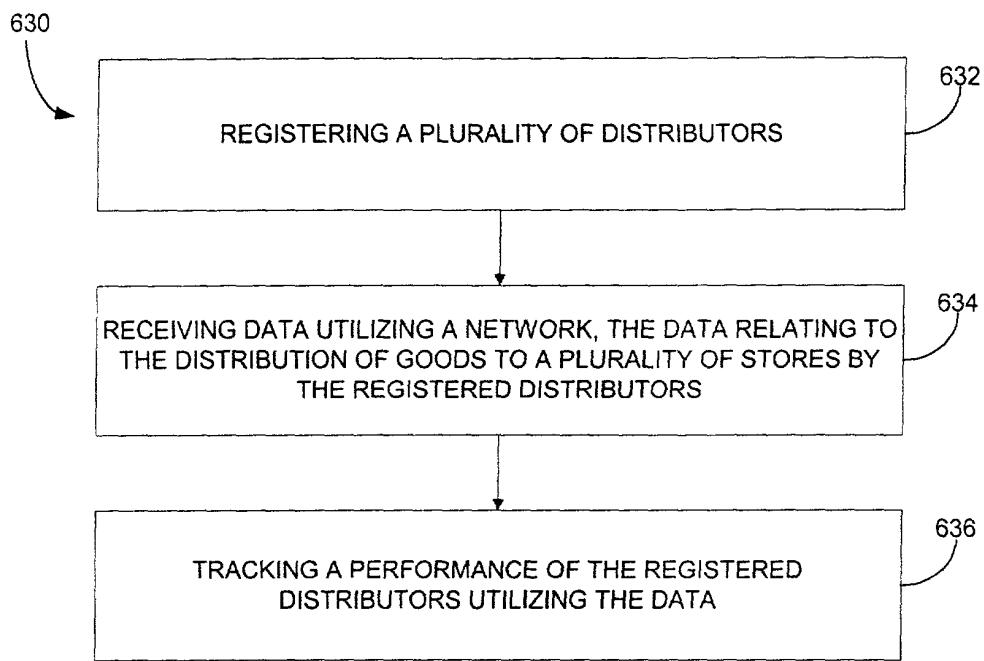


FIG. 6

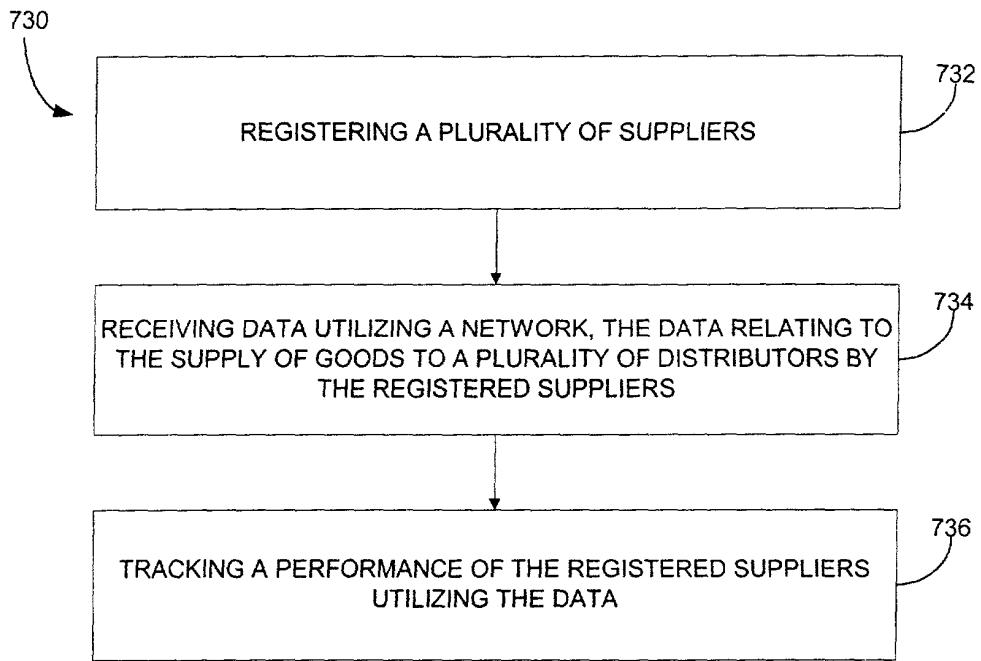


FIG. 7

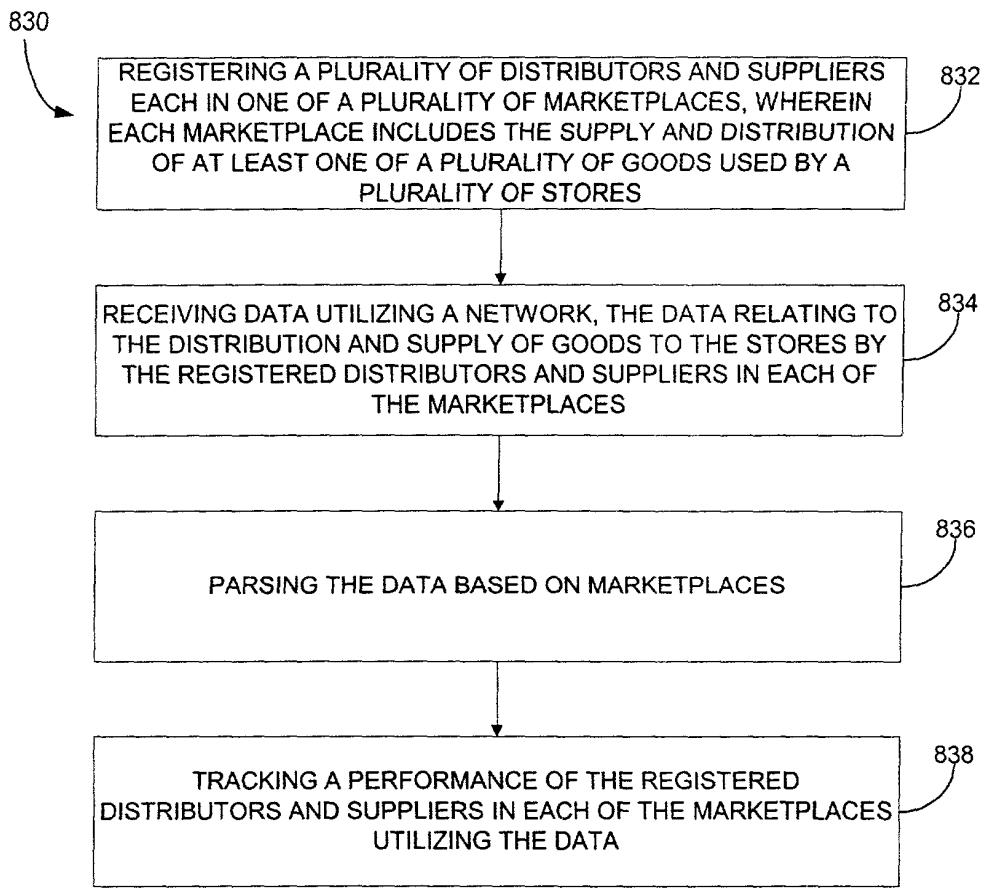


FIG. 8

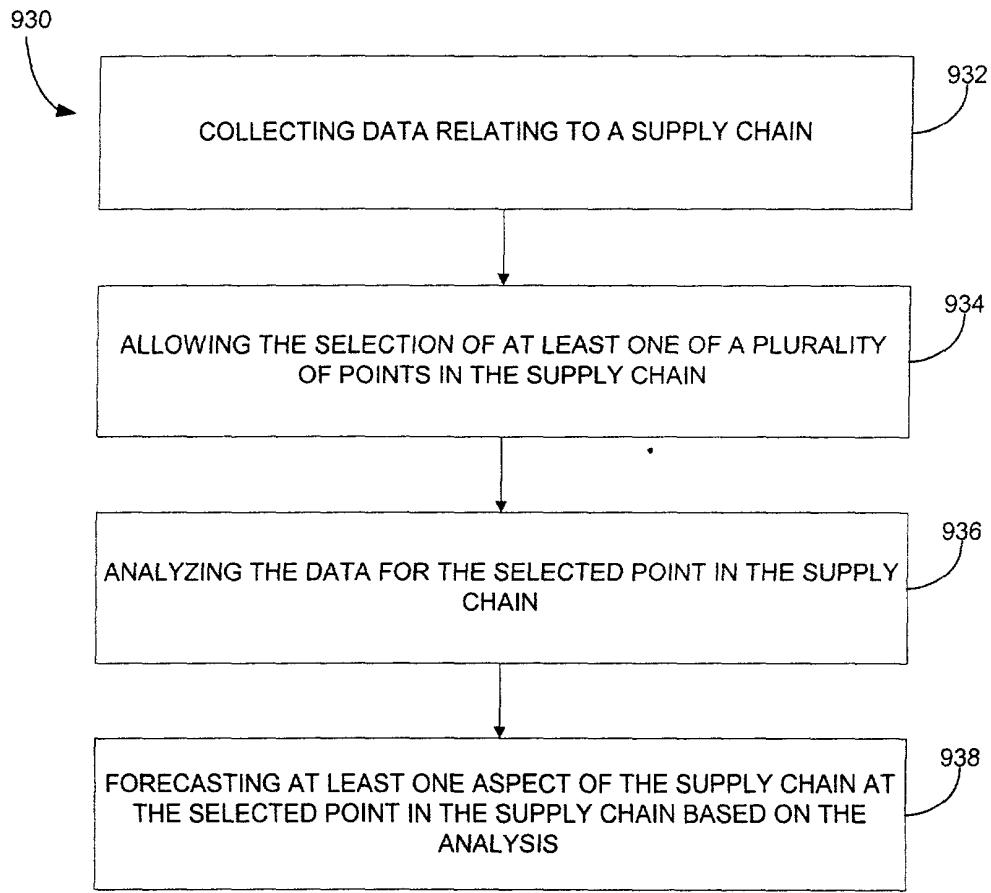


FIG. 9

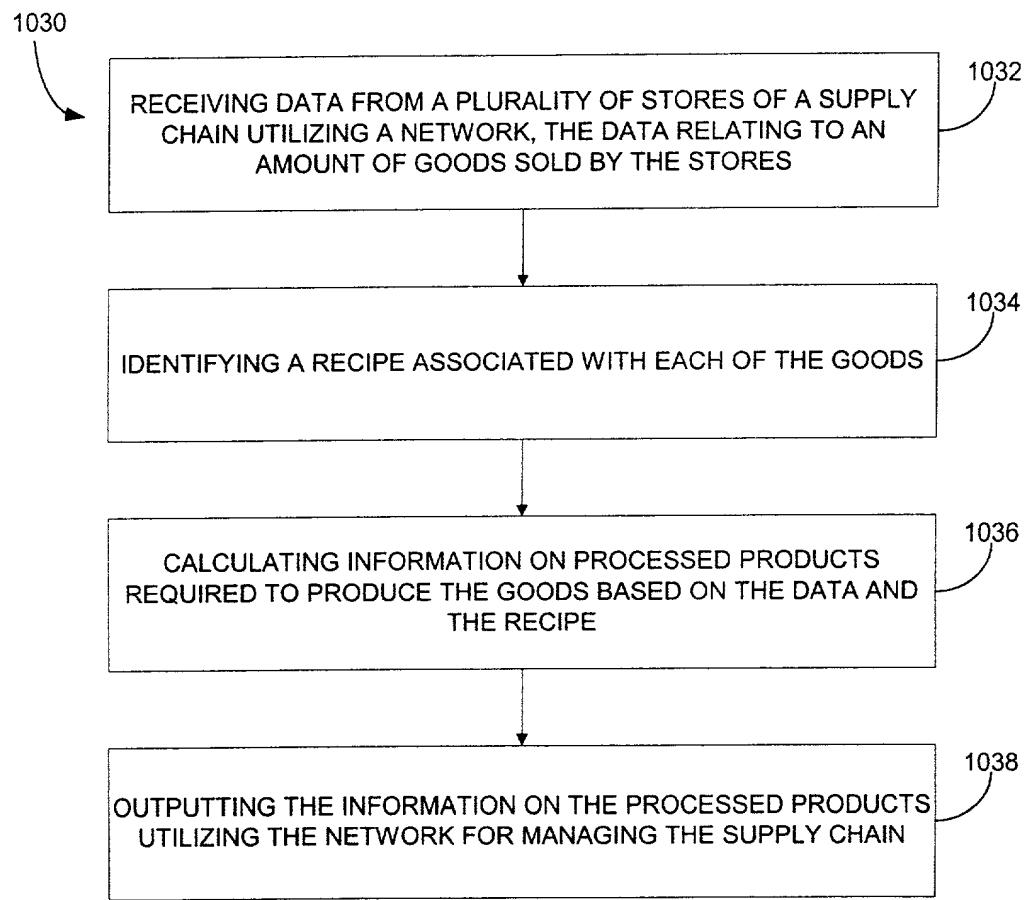


FIG. 10

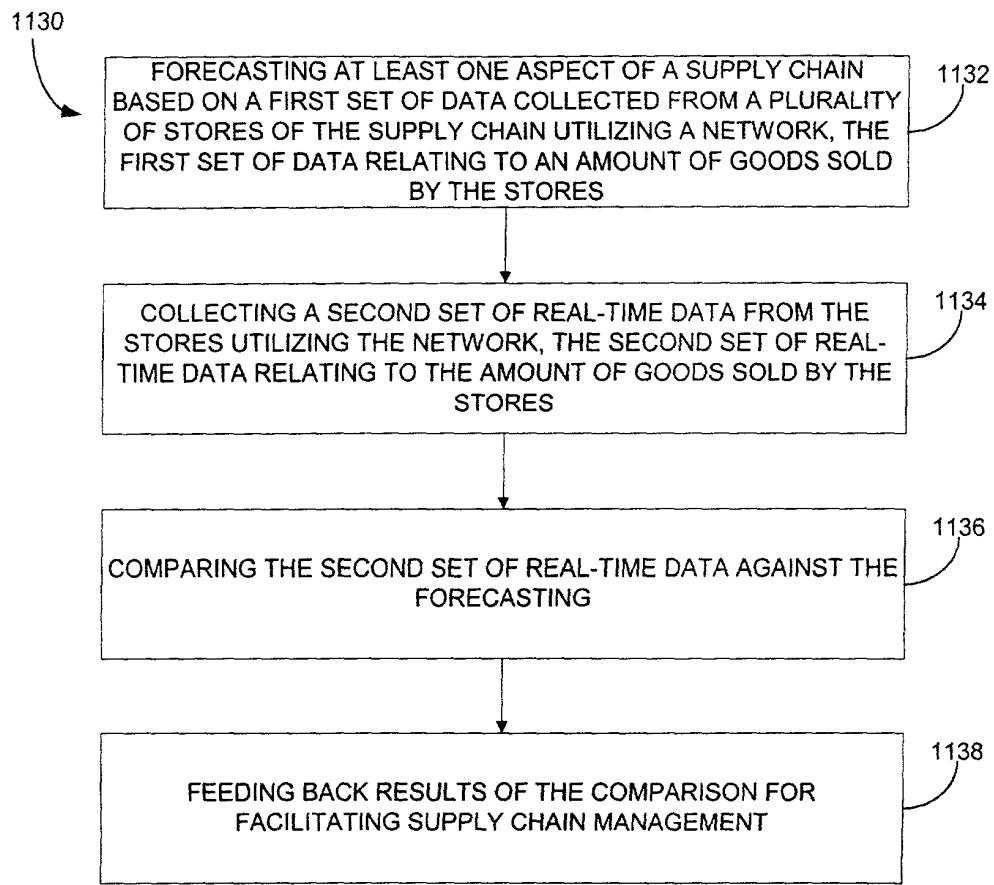


FIG. 11

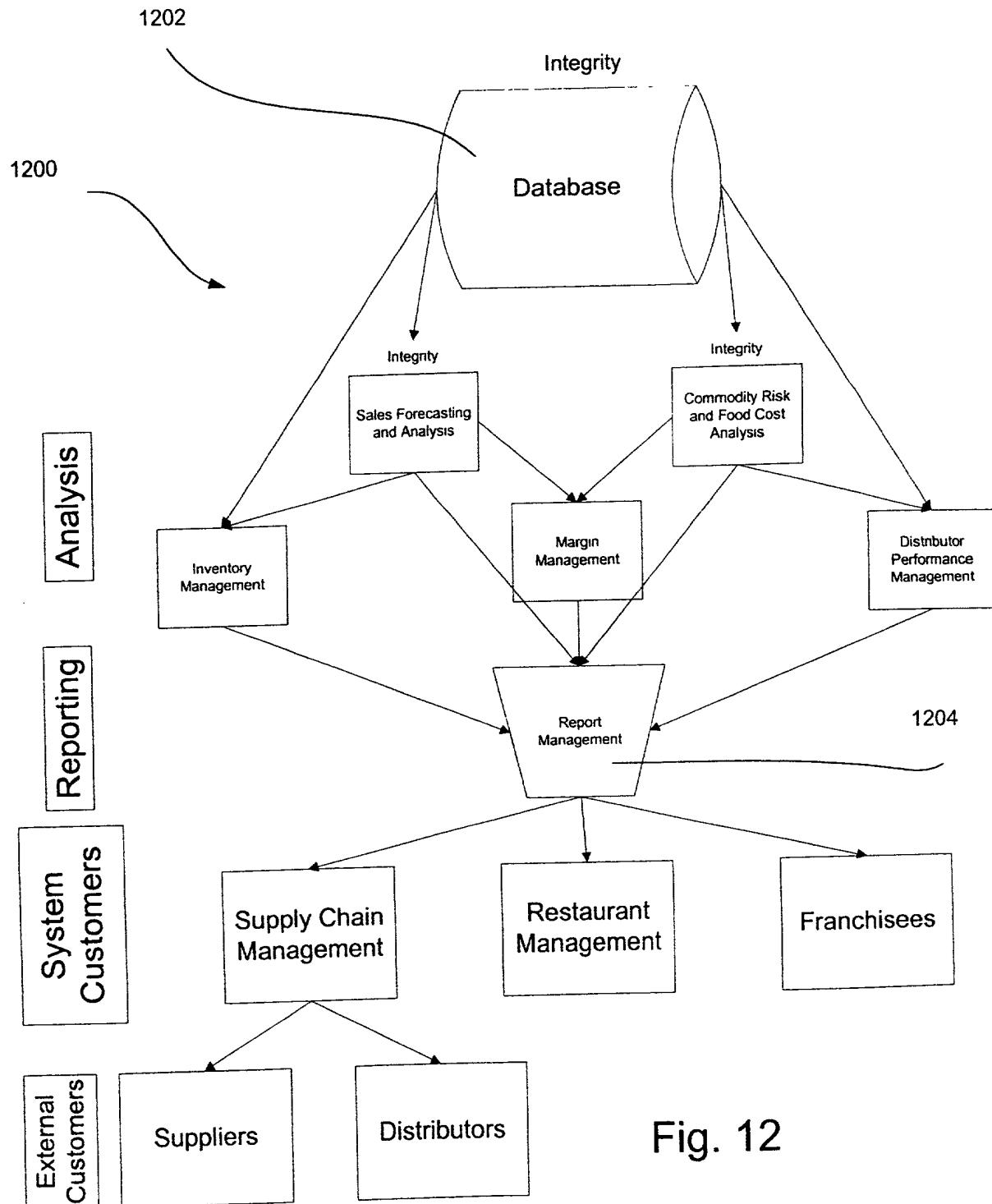


Fig. 12

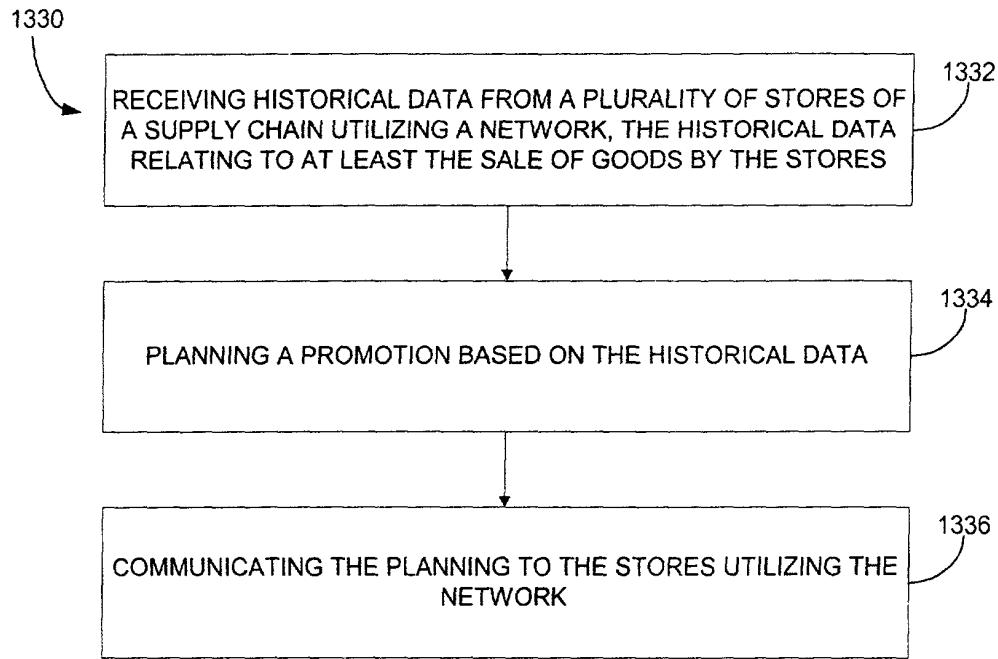


FIG. 13

1430 1432 1434 1436 1438

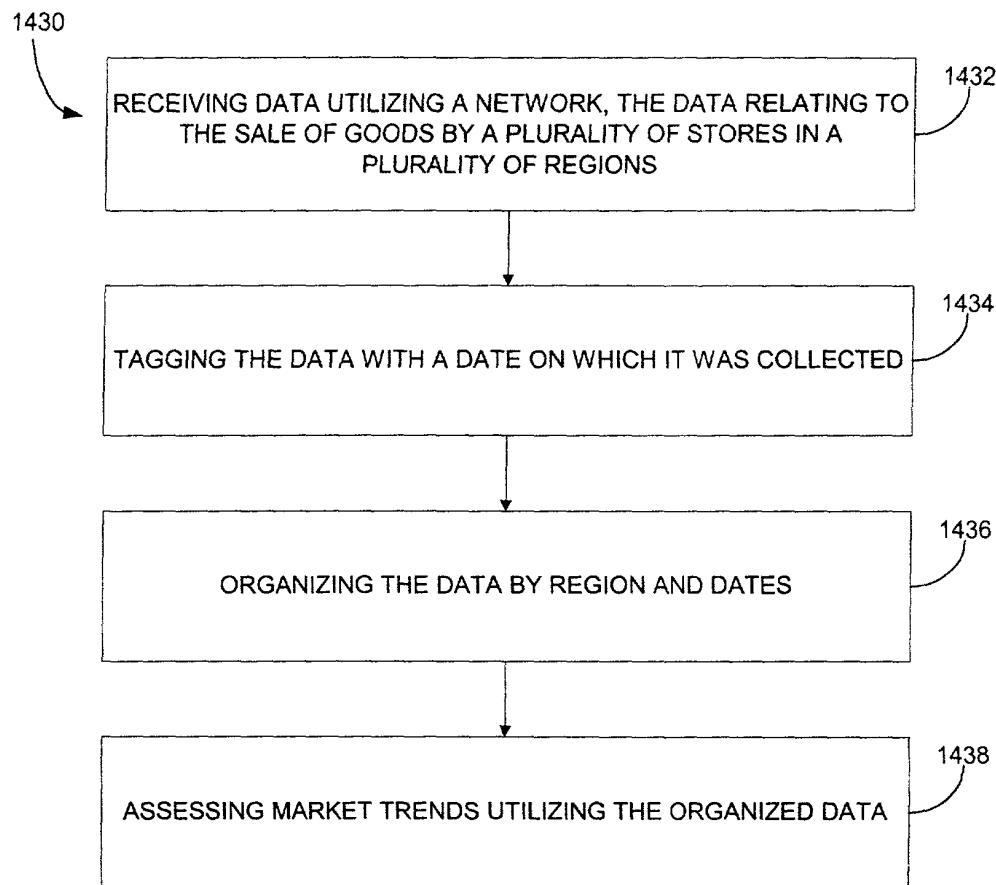


FIG. 14

1530
1532
1534
1536
1538

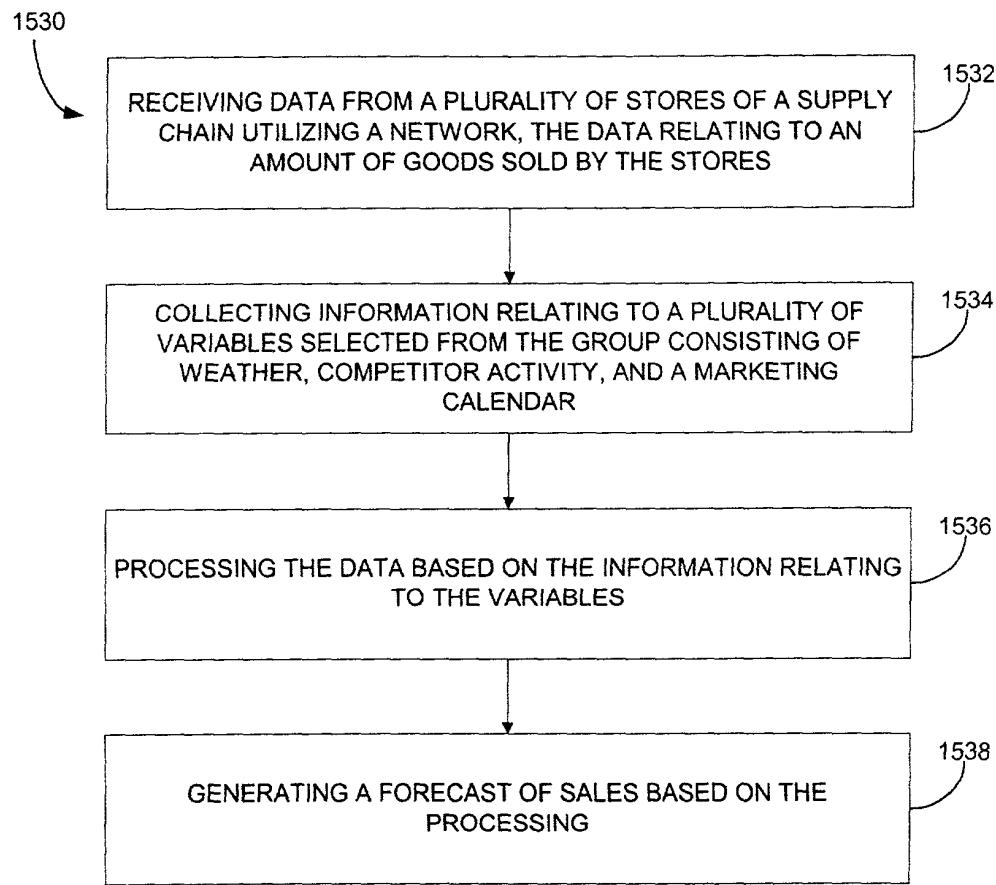


FIG. 15

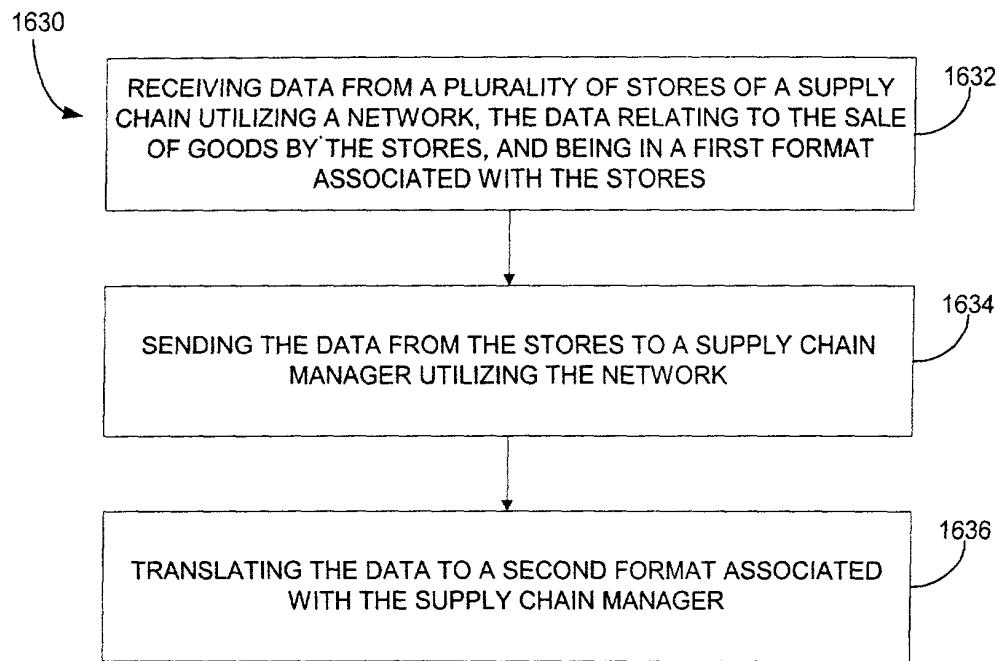


FIG. 16

1730
1732
1734
1736
1738

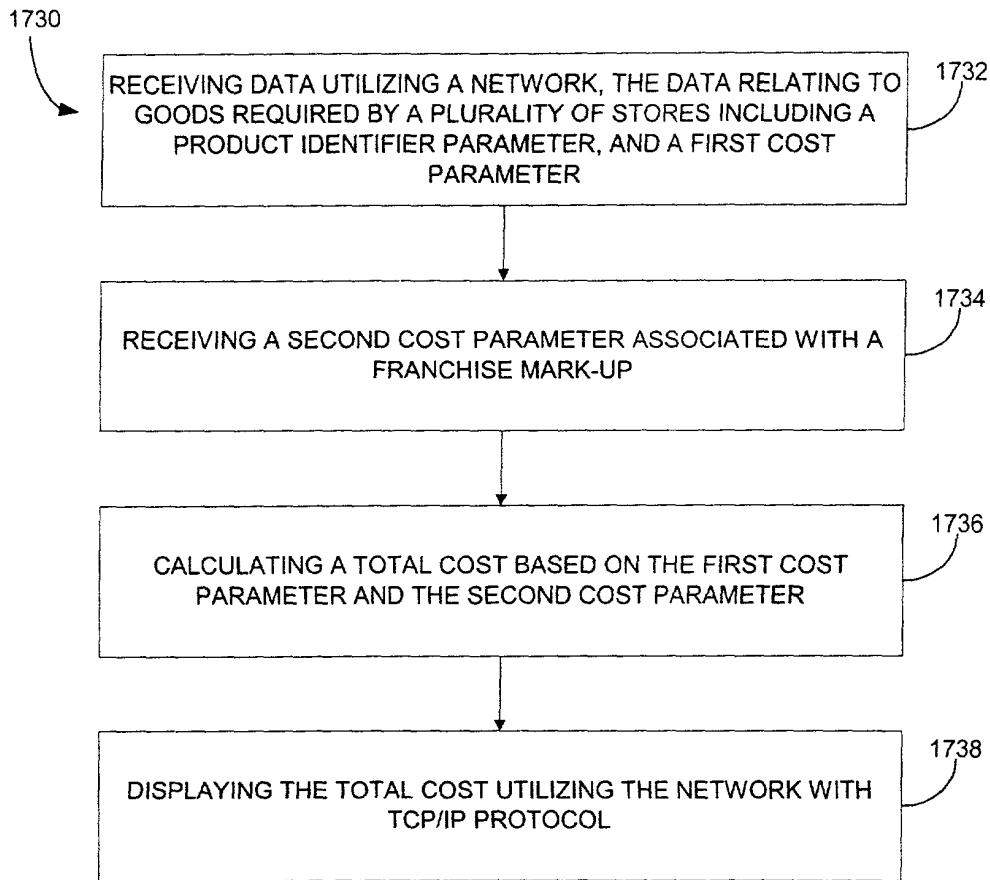


FIG. 17

1830
1832
1834
1836
1838

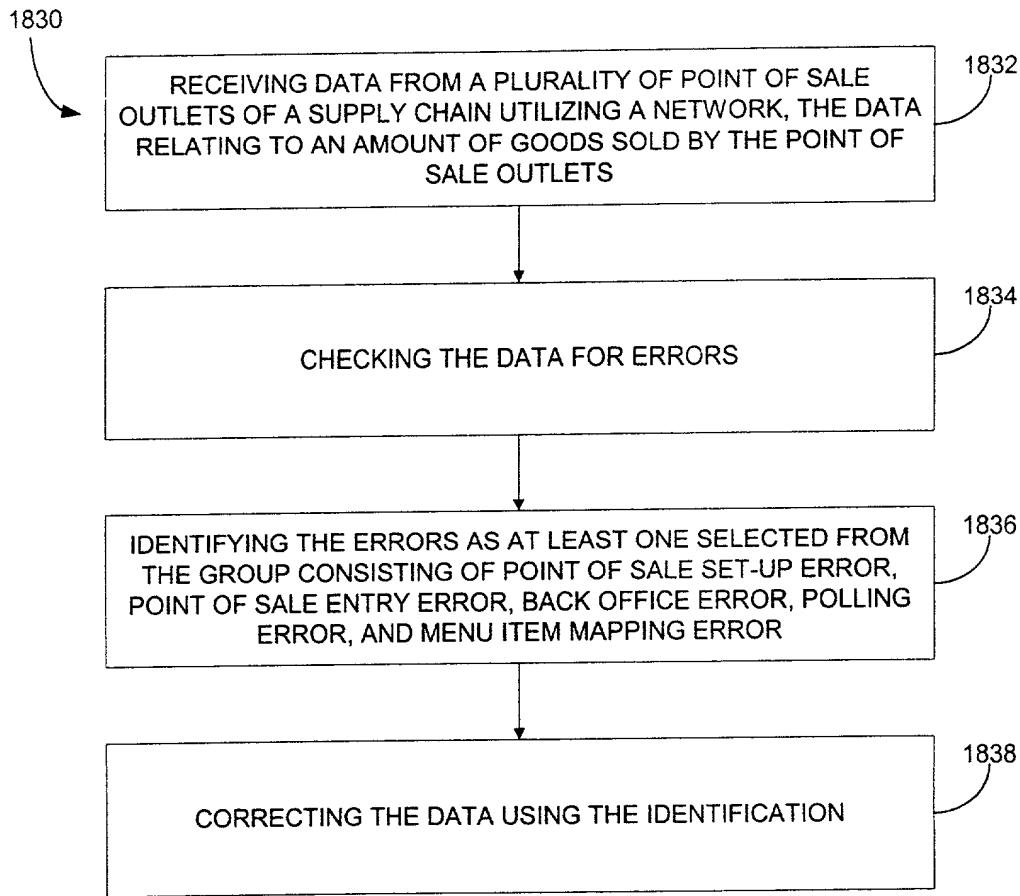


FIG. 18

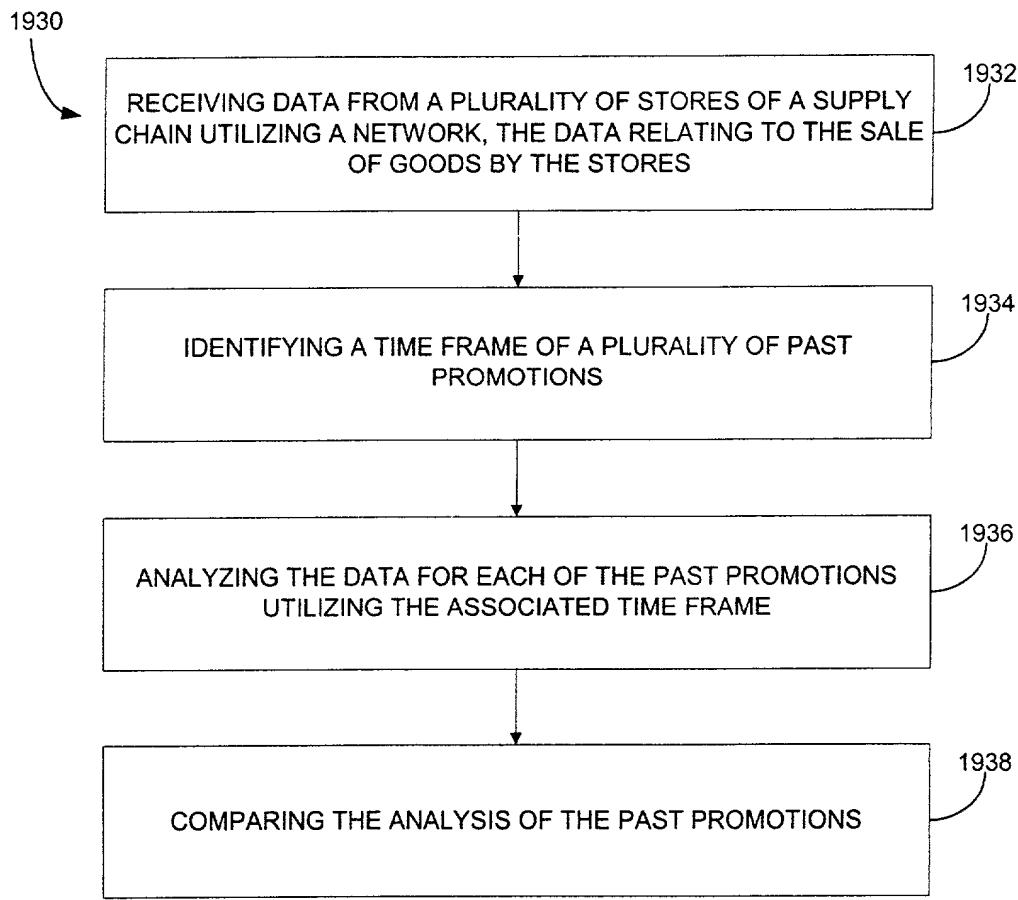


FIG. 19

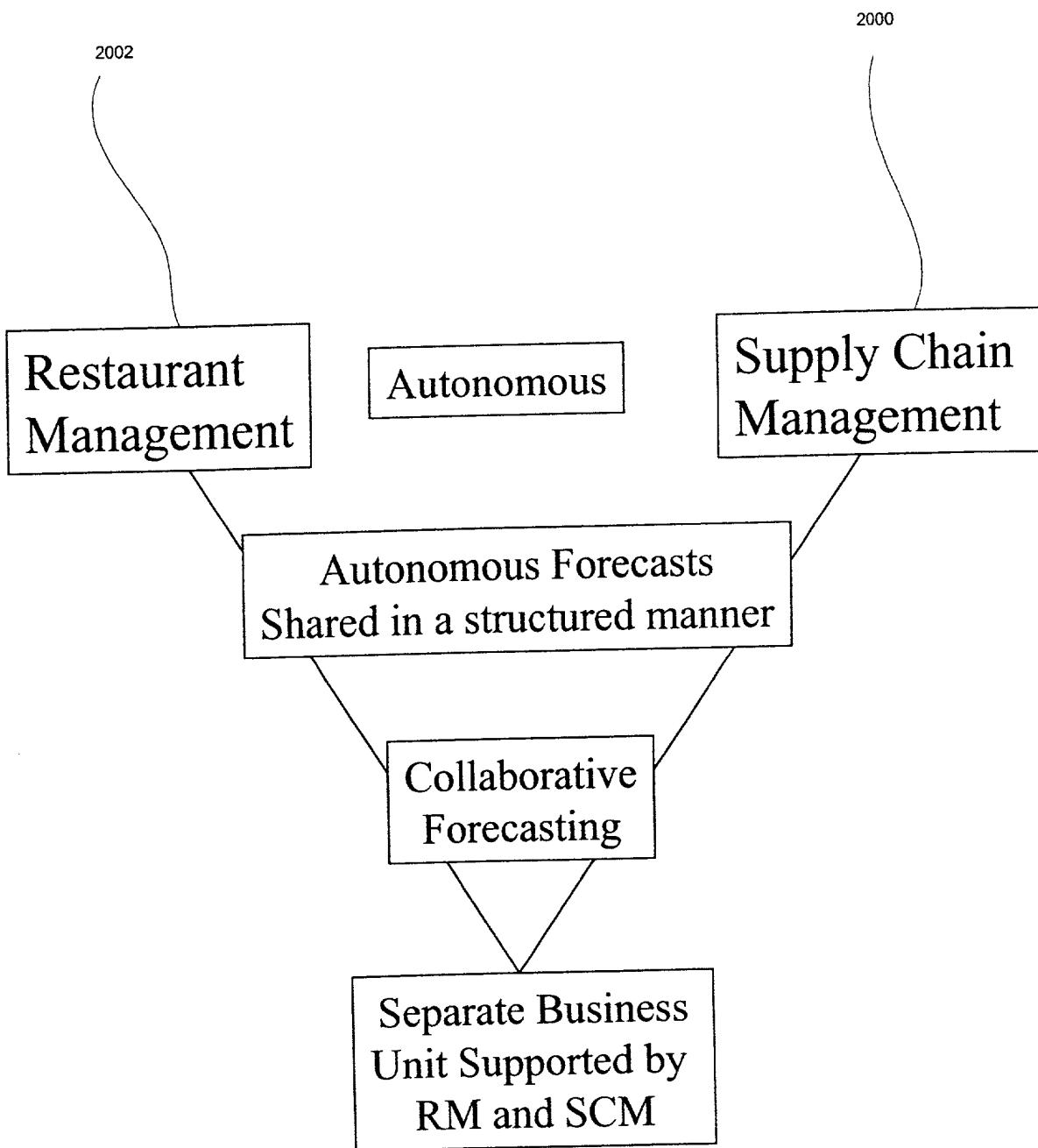
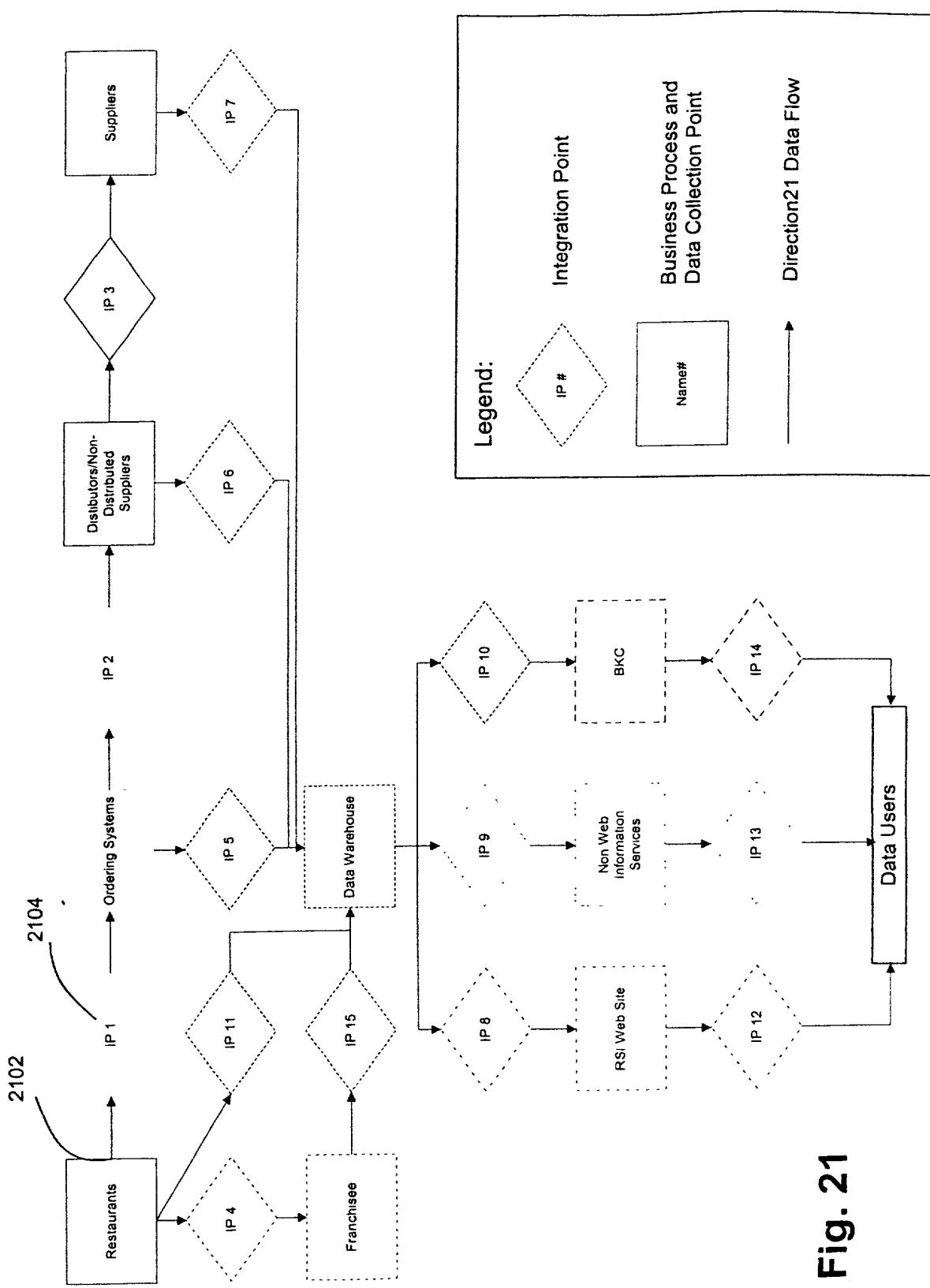


Fig. 20



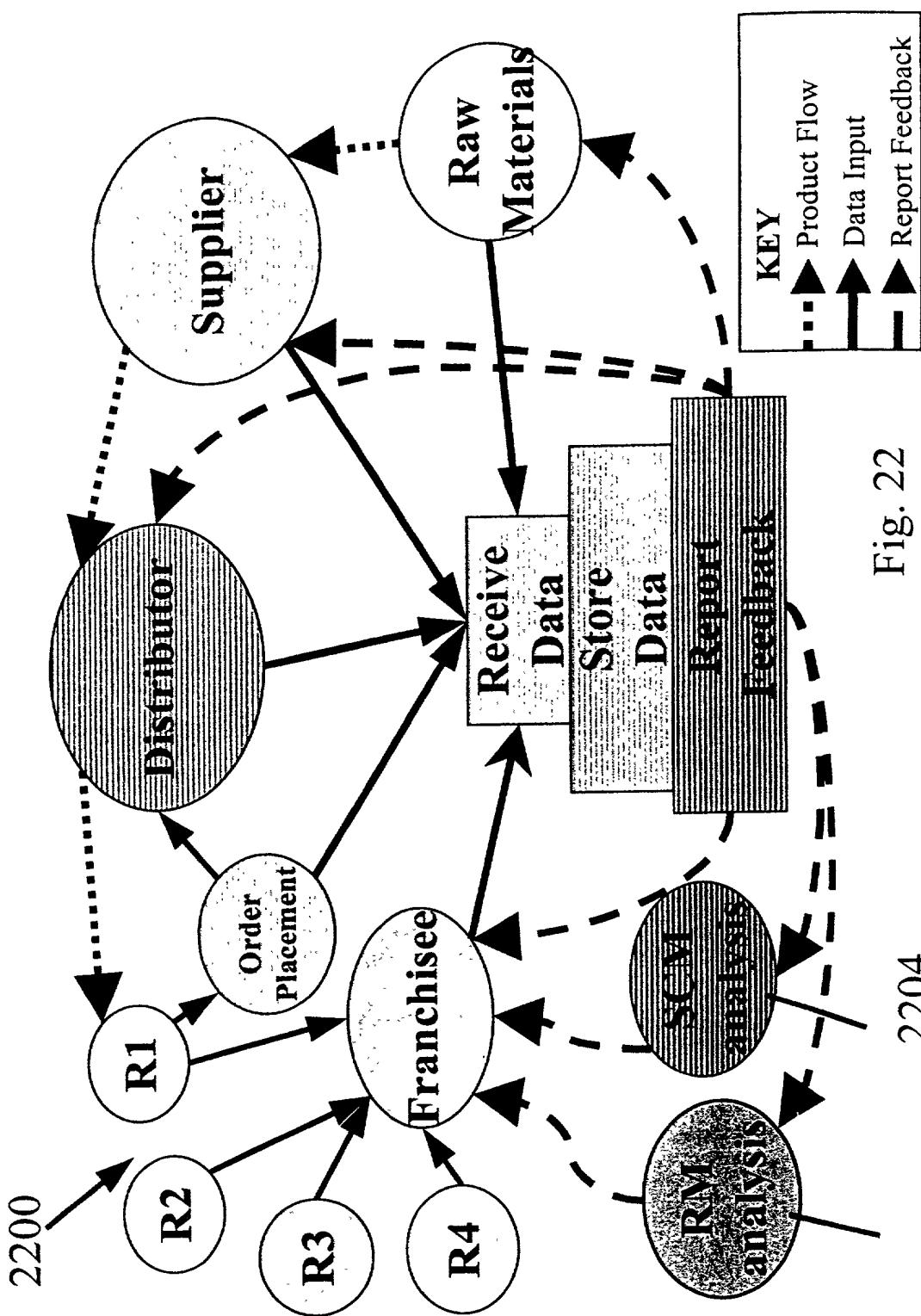


Fig. 22

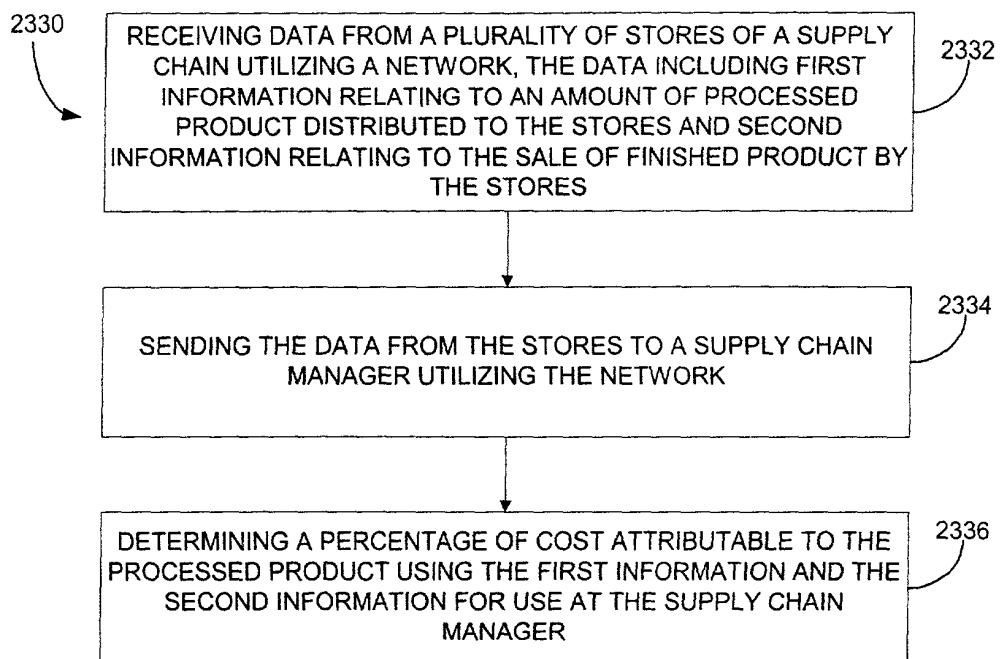


FIG. 23

FIG. 24

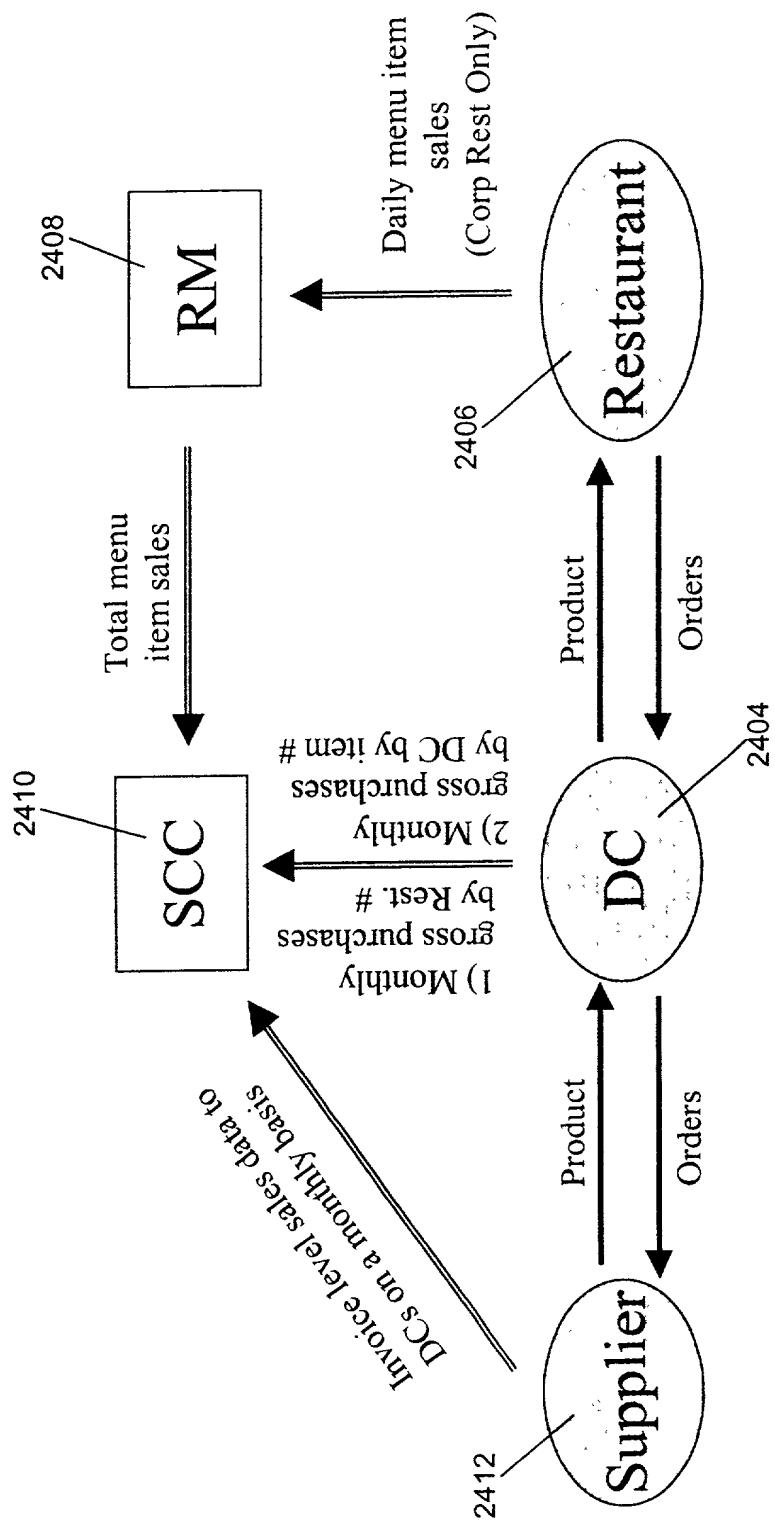


FIG. 25

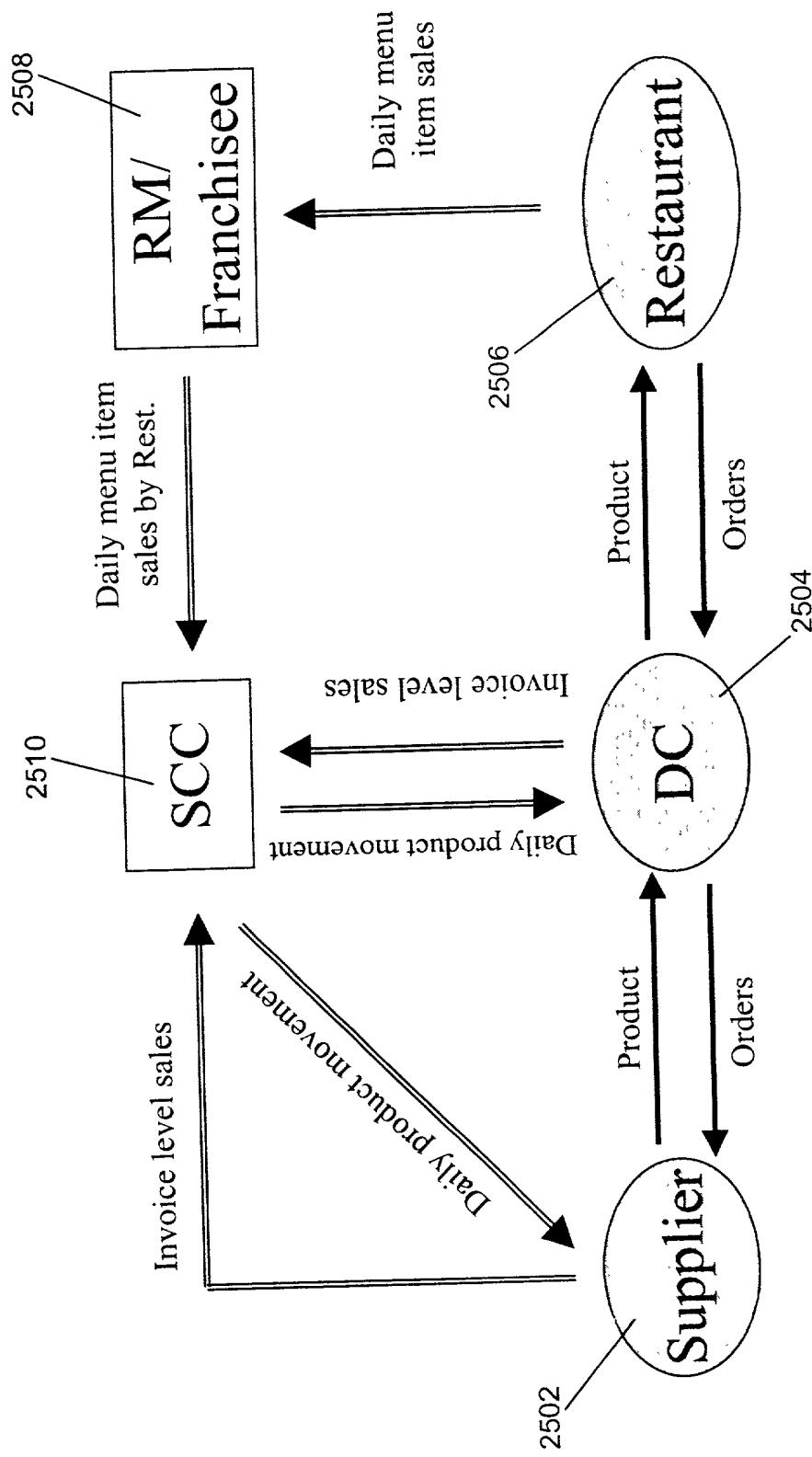


FIG. 26

Sales Forecast Worksheet - System																
Week	Historv					Forecast										
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nini's Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.1	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.7	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1

FIG. 27

Promotional Monitor - System & Regional													
		Historical		Week #1									
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Total Sales(\$/Stone)													
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2700

2702

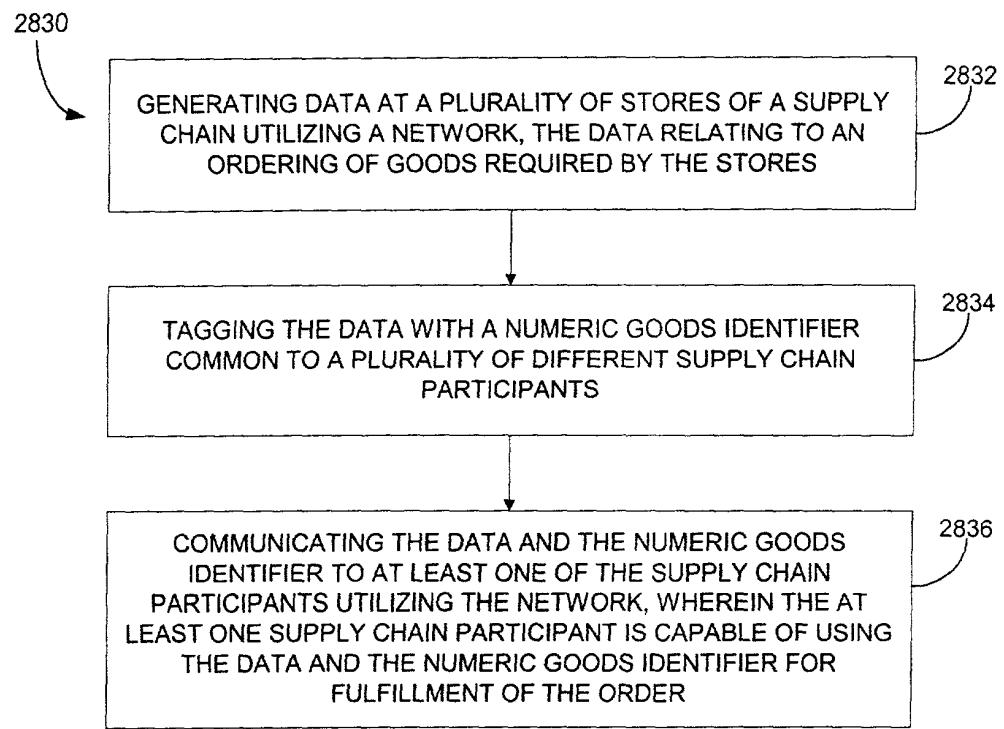


FIG. 28

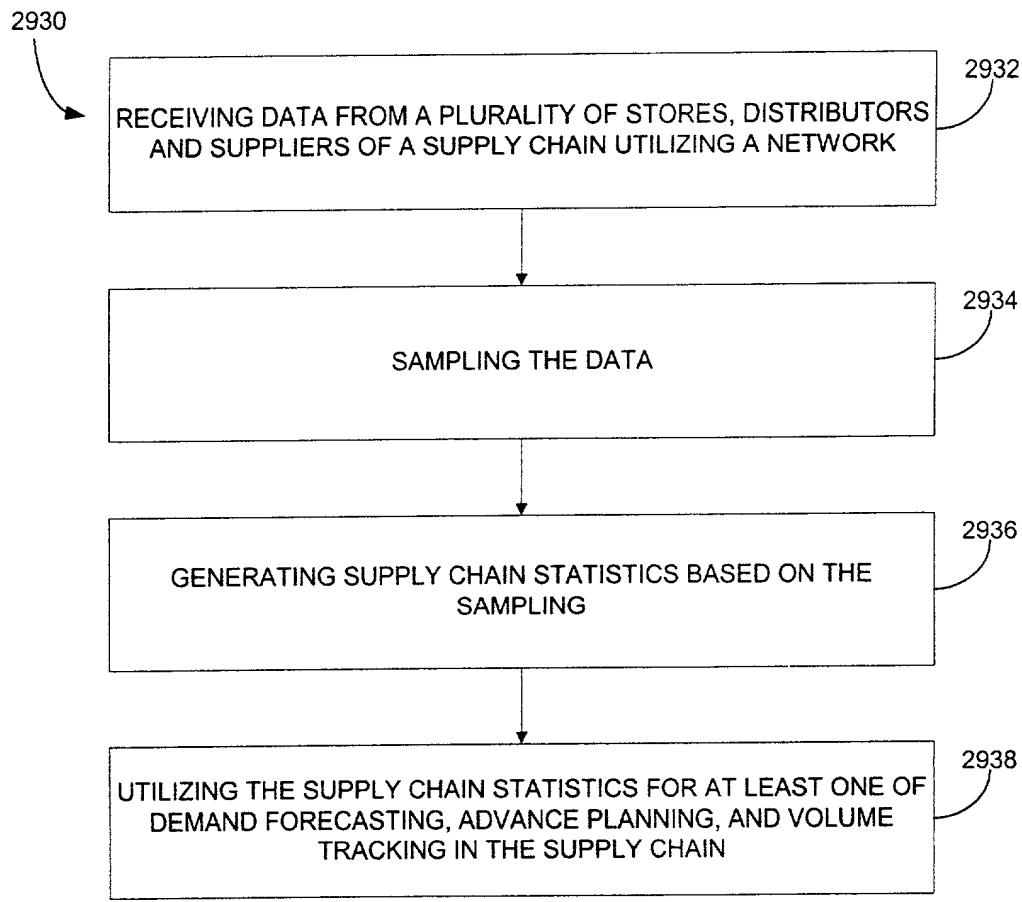


FIG. 29

3000
3002
3004

Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3002

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

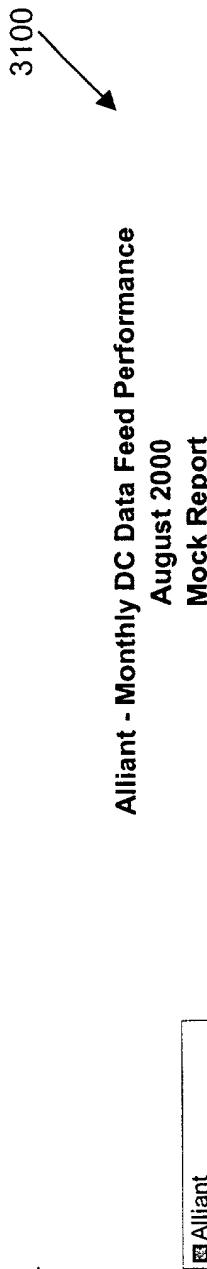


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka	99.05%		
Alliant-Wixom	99.34%		78.70%
King-Allanta			
King-Jacksonville			
King-Louisville			
Maines 29-Corinth	99.41%		
Maines 30-Cleveland	99.41%		
Maines Long Island			
Maines New England	99.13%		
MBM-Fullerton			#DIV/0!
MBM-Lewisville			#DIV/0!
MBM-Orlando			#DIV/0!
MBM-Rocky-Mountain	99.13%		
McCabe's			
McLane Lubbock	#DIV/0!		#DIV/0!
Nicholas & Co.	99.16%		
PFD Supply	99.42%	#DIV/0!	
PFG-Victoria			
PYAMonarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%		99.77%
Shamrock Commerce City		99.98%	95.3%
Shamrock Phoenix	98.81%		
Sigma-Harrisburg			
Sigma-Stockton			
Sysco			

	Fill Rate	On-Time	Perfect Order
BK/C Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

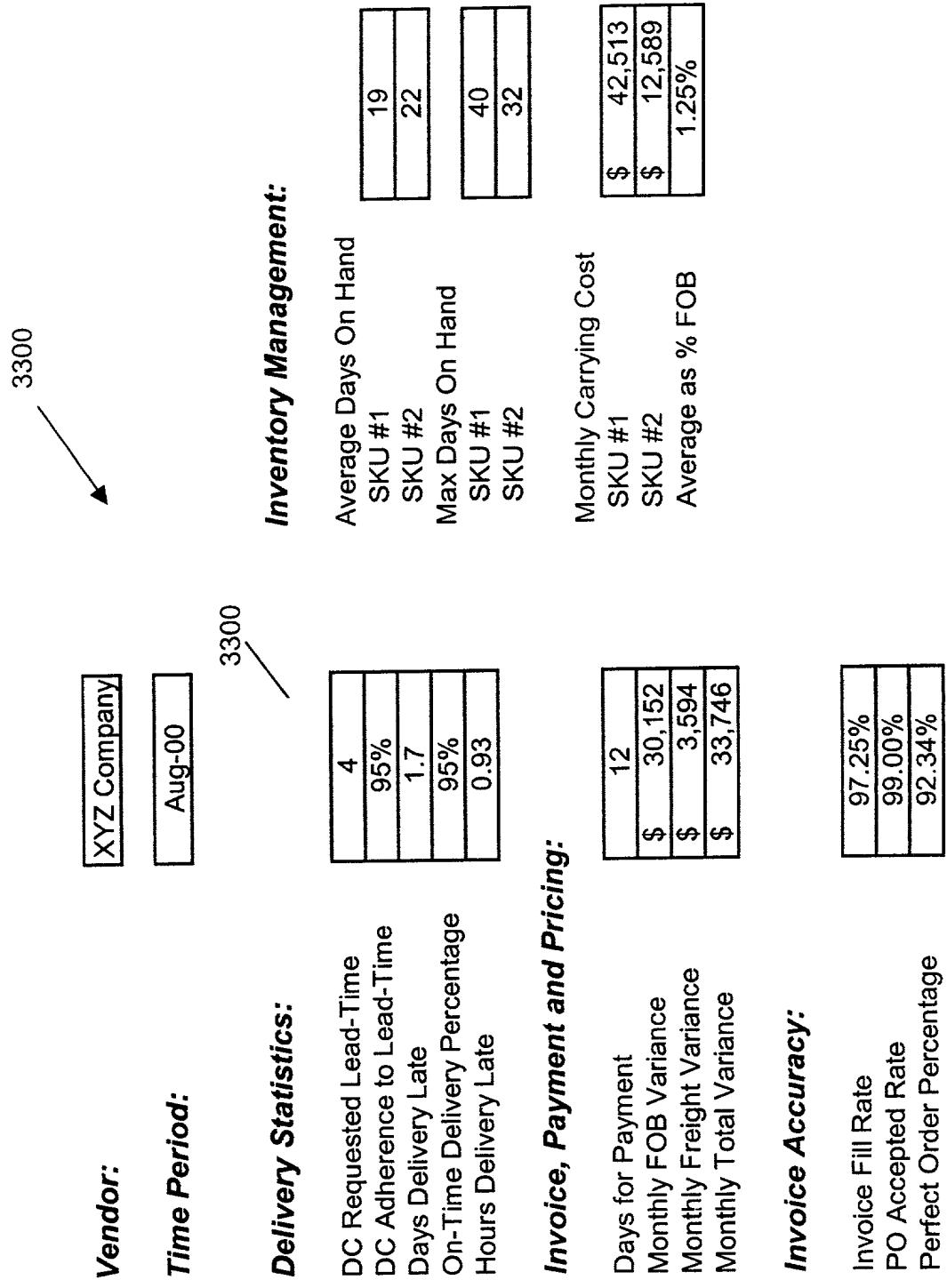


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

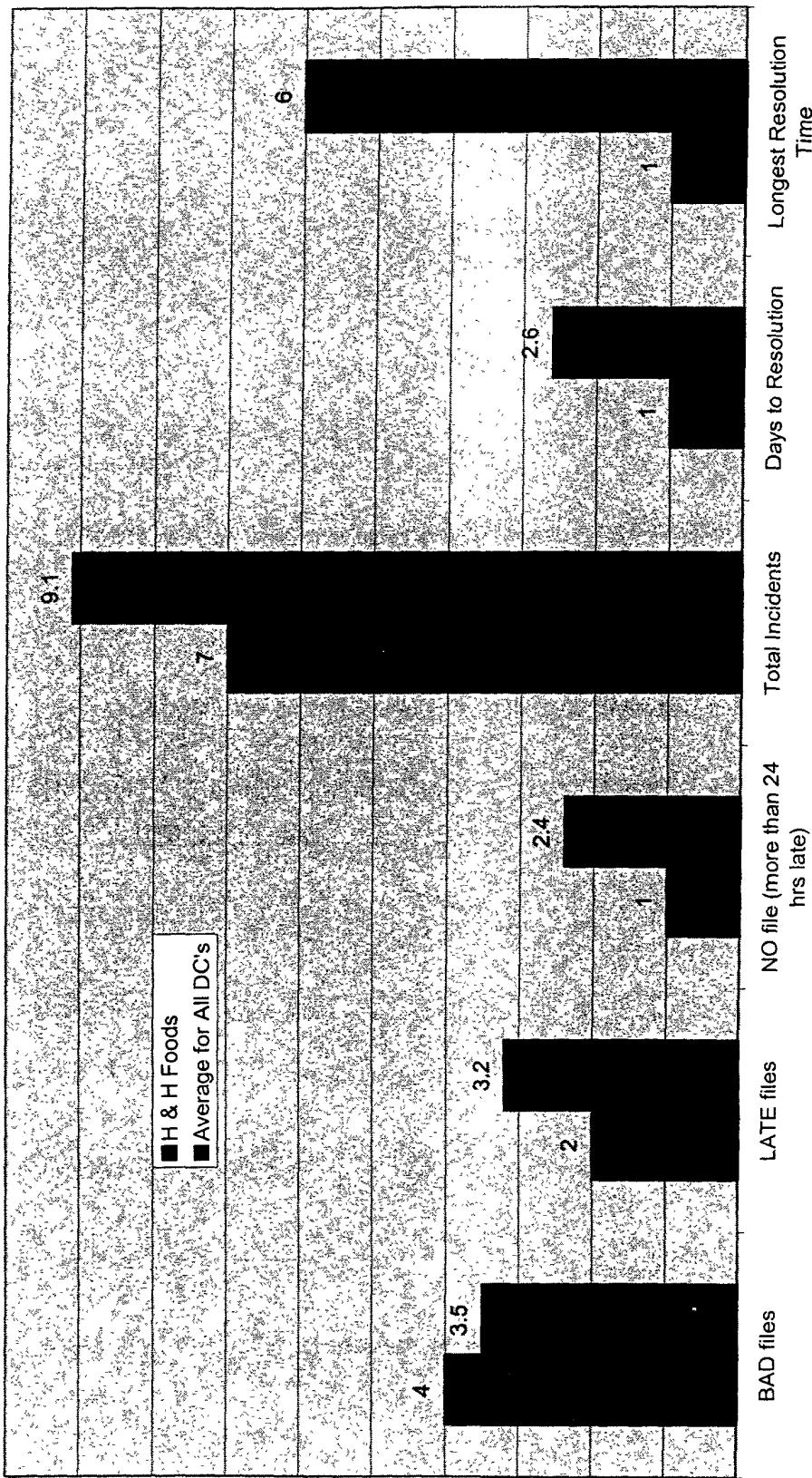


FIG. 35



3500

Service Level Reporting November - Mock Report

Supplier	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$0.00	100%	0.00%
COMARK INSTRUMENTS, INC.	\$0.00	100%	0.00%
WHITEFORD FOODS, INC.	\$0.00	100%	0.00%
LEPAGE BAKERY / COUNTRY KITCHEN	\$0.00	100%	0.00%
NCR SYSTEMEDIA	\$0.00	100%	0.00%
SIGNATURE MEATS GROUP	\$0.00	100%	0.00%
SCHWEBEL'S BAKING CO.	\$0.00	100%	0.00%
MAUI CUP	\$0.00	100%	0.00%
MIRA PLASTICS	\$0.00	100%	0.00%
DIXIE PRODUCE & PACKAGING	\$0.00	100%	0.00%
NOR-LAKE, INC.	\$0.00	100%	0.00%
FORT JAMES OPERATING COMPANY	\$0.00	100%	0.00%
FRESH ADVANTAGE, KC	\$0.00	100%	0.00%
SILVER KING, MN - CORP	\$0.00	100%	0.00%
TYSON FOODS	\$0.00	100%	0.00%
READY ACCESS	\$0.00	100%	0.00%
GEORGIA PACIFIC TISSUE	\$0.00	100%	0.00%
COUGHERTY PACKING	\$0.00	100%	0.00%
BEVERAGE AIR	\$0.00	100%	0.00%
COMPONENT HARDWARE GROUP, INC.	\$0.00	100%	0.00%
COCA-COLA USA	\$0.00	100%	0.00%
TOASTMASTER	\$0.00	93.5%	1.55%
GRANT COUNTY FOODS	\$0.00	96.3%	2.20%
FRESH EXPRESS	\$0.00	100%	0.00%
TAYLOR FARMS	\$0.00	100%	0.00%
MODULAR DISPENSING SYSTEM	\$0.00	100%	0.00%
CENTURY PRODUCTS, LLC	\$0.00	100%	0.00%
ROSE PACKING COMPANY	\$0.00	100%	0.00%

RSI Min	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
	\$5,000.00	92.00%	3.00%

OK	Didnt meet RSI Min.
----	---------------------

Mock Report/1

3600
↓

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

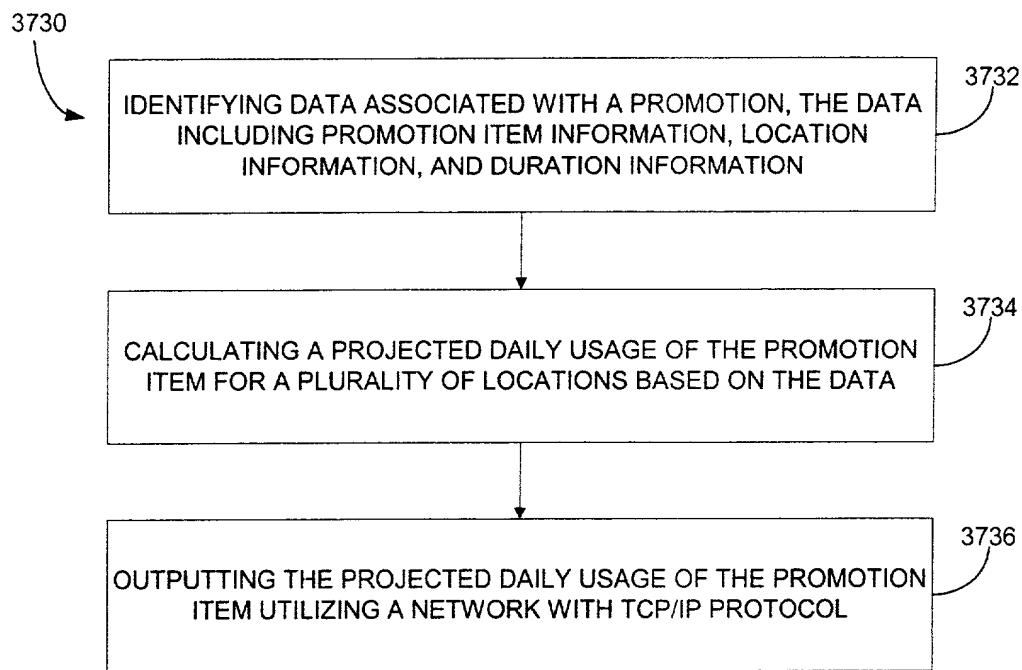


FIG. 37

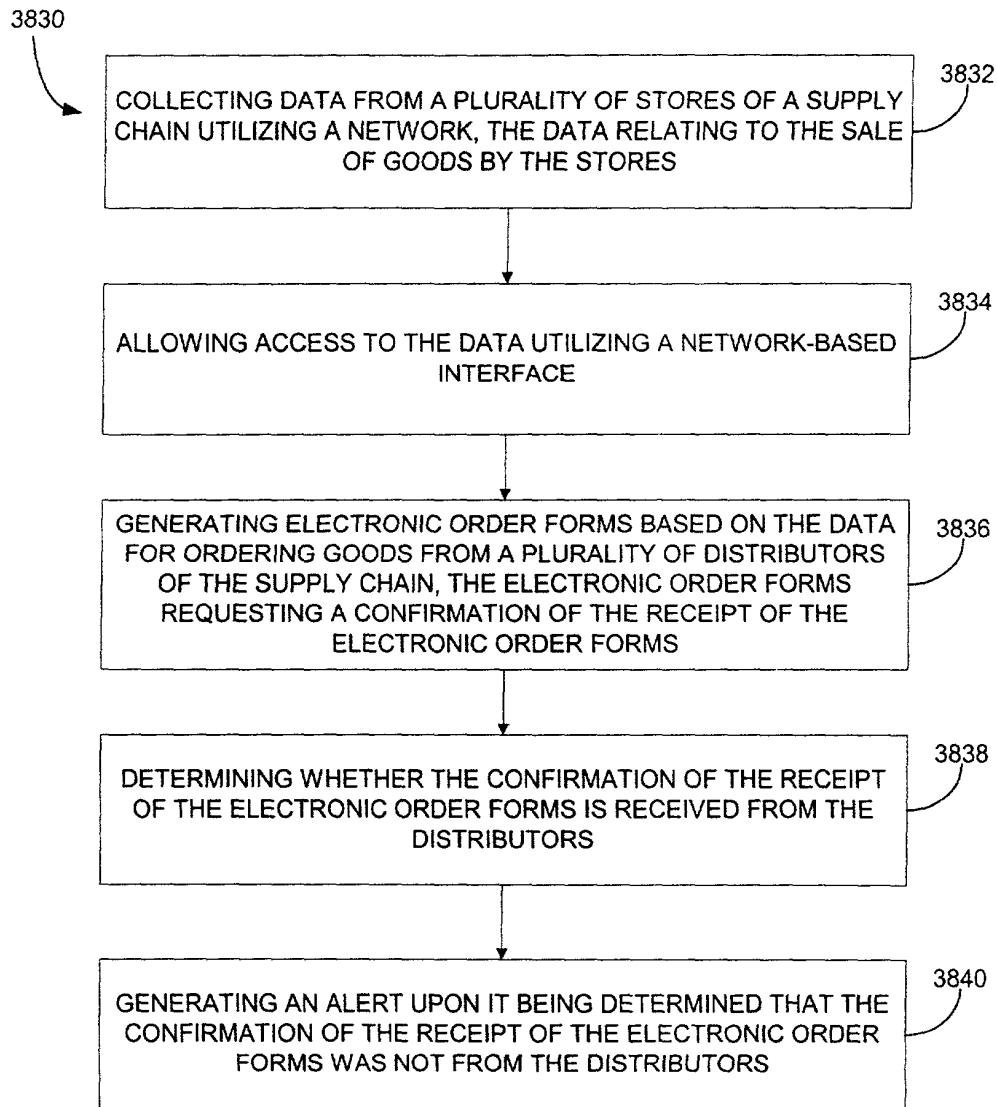


FIG. 38

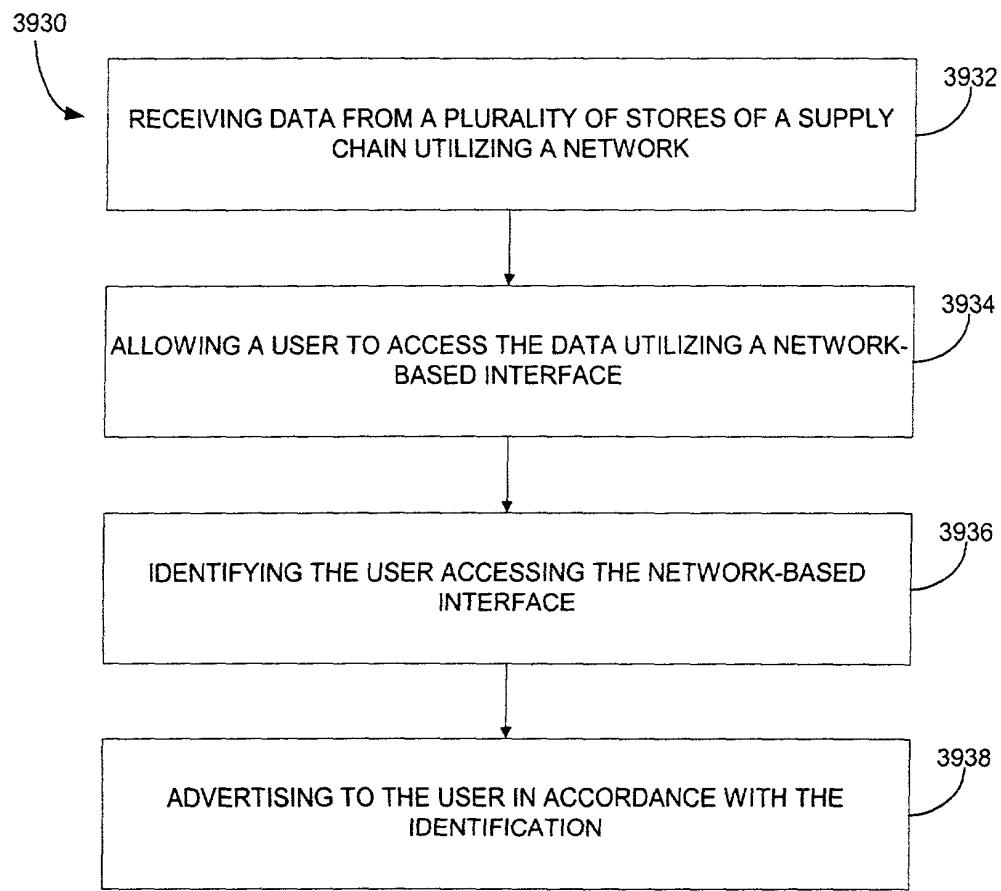


FIG. 39

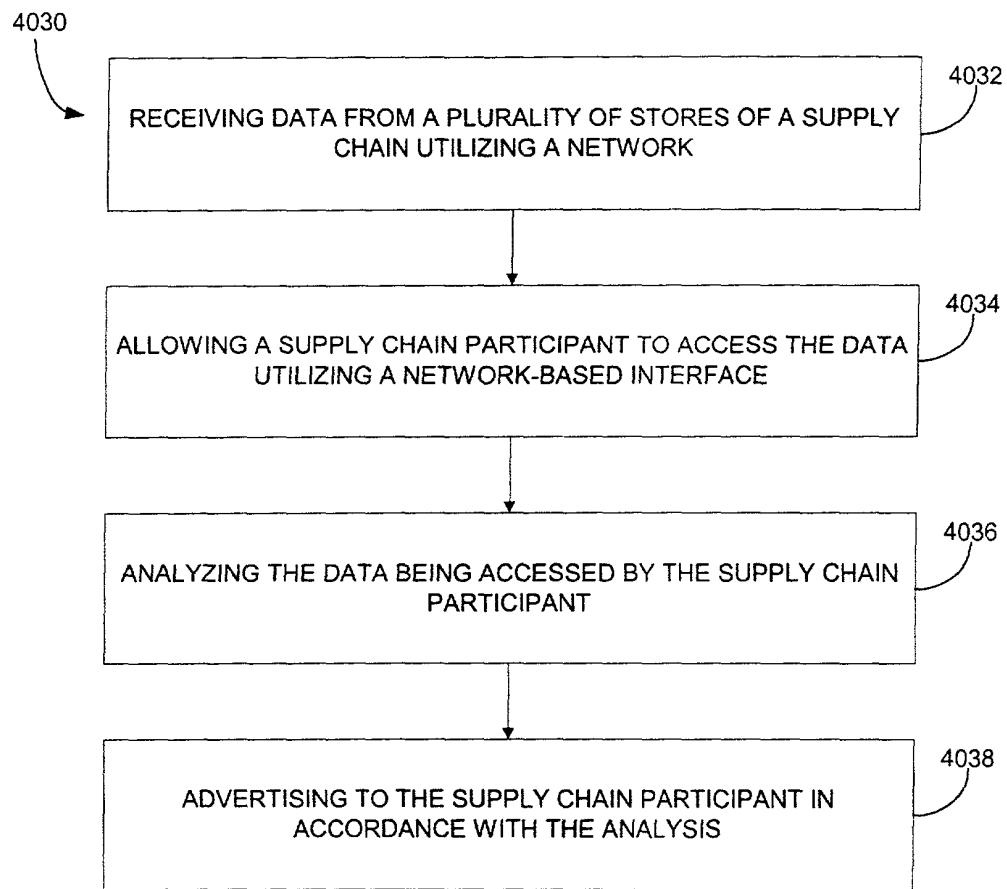


FIG. 40

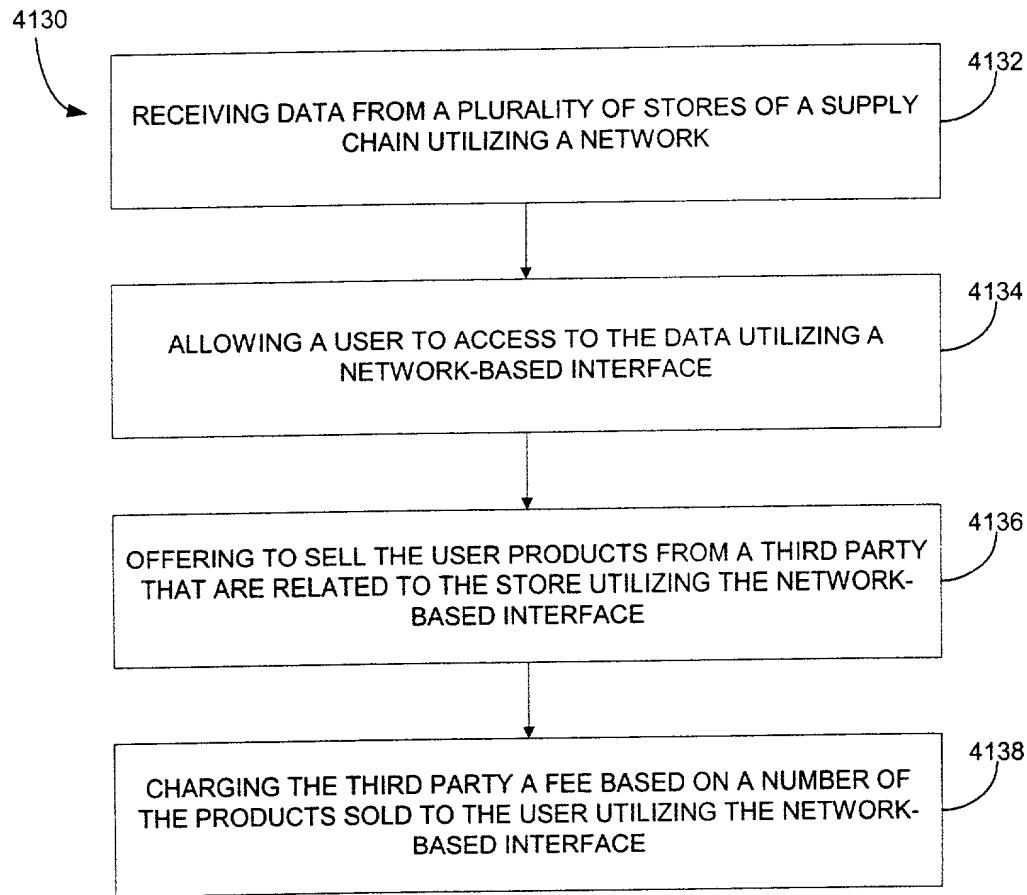


FIG. 41

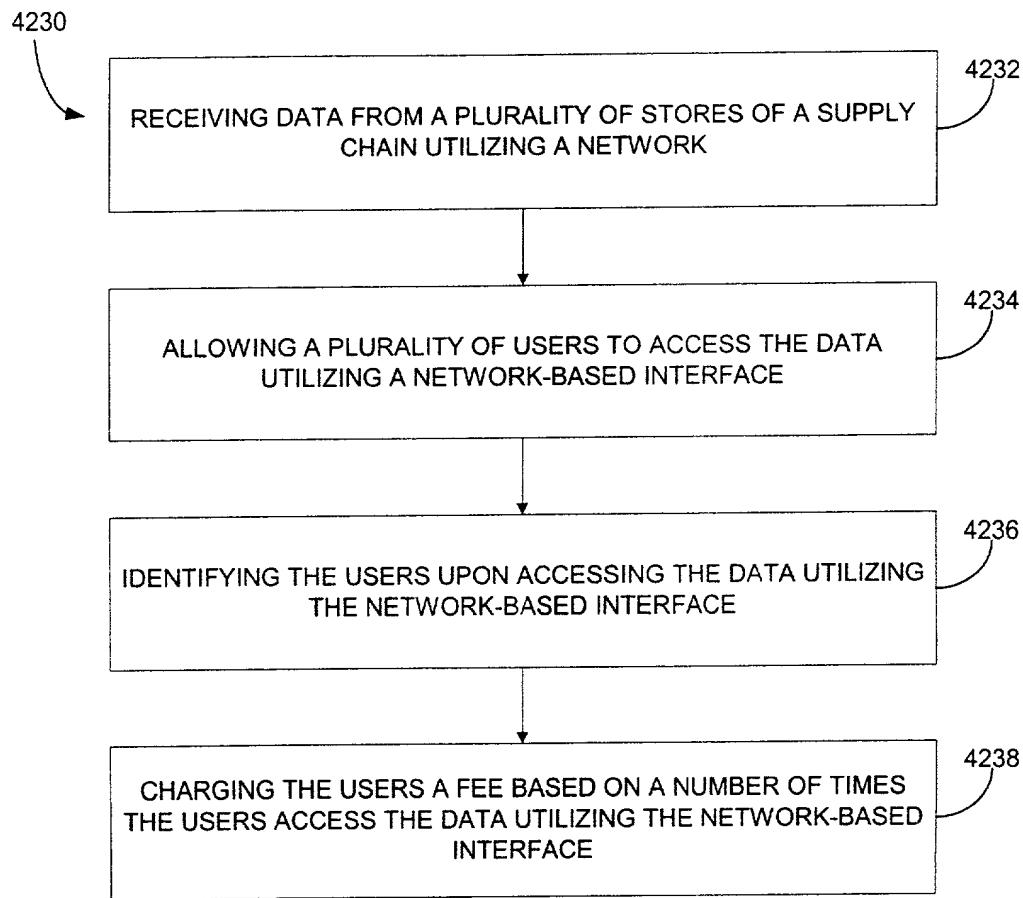


FIG. 42

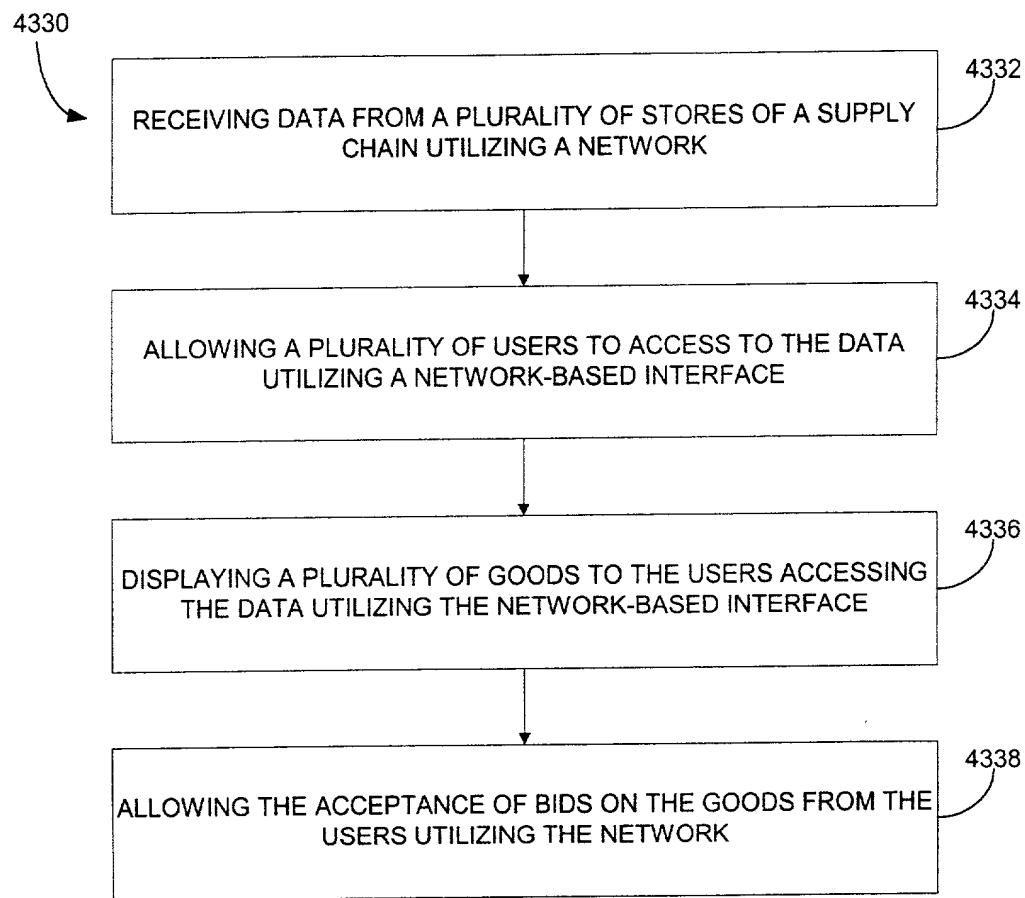
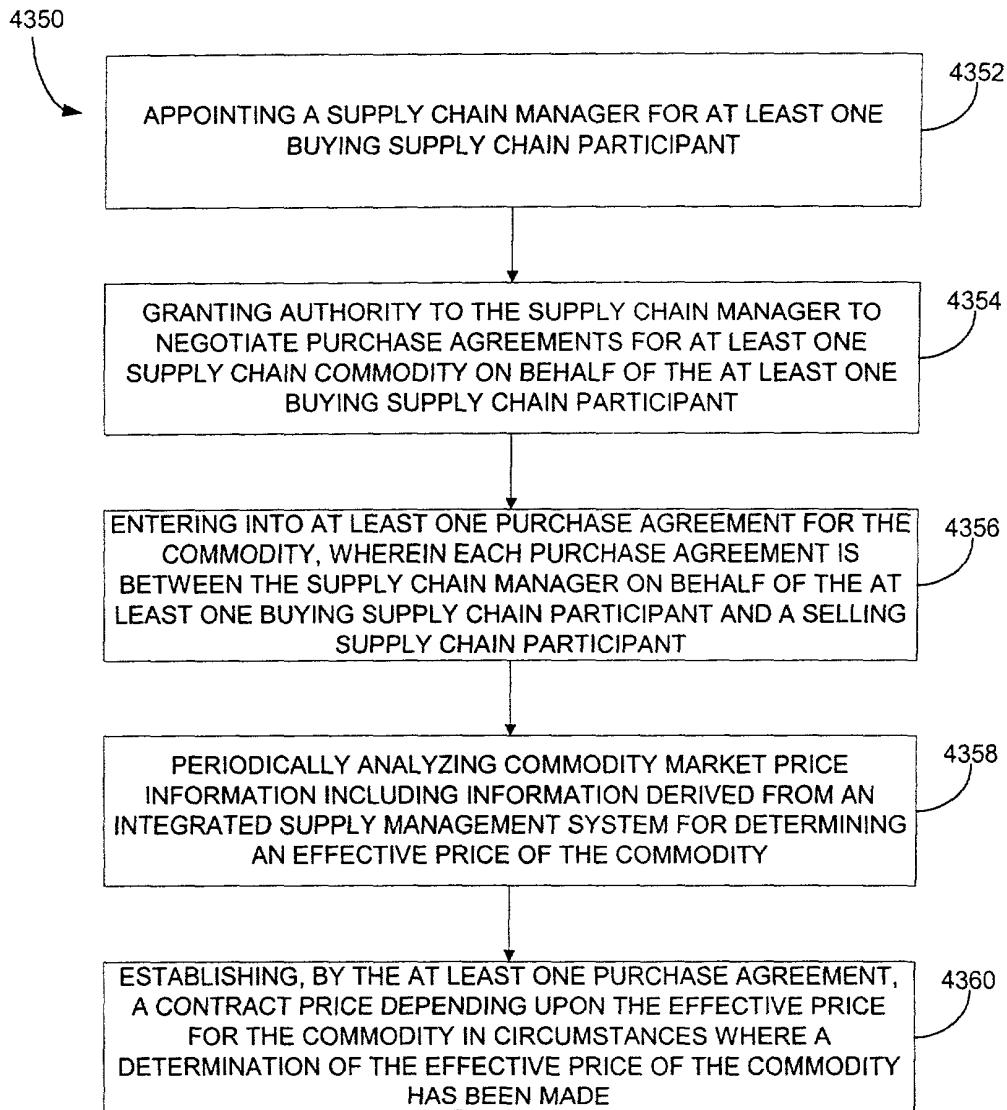


FIG. 43A

**FIG. 43B**

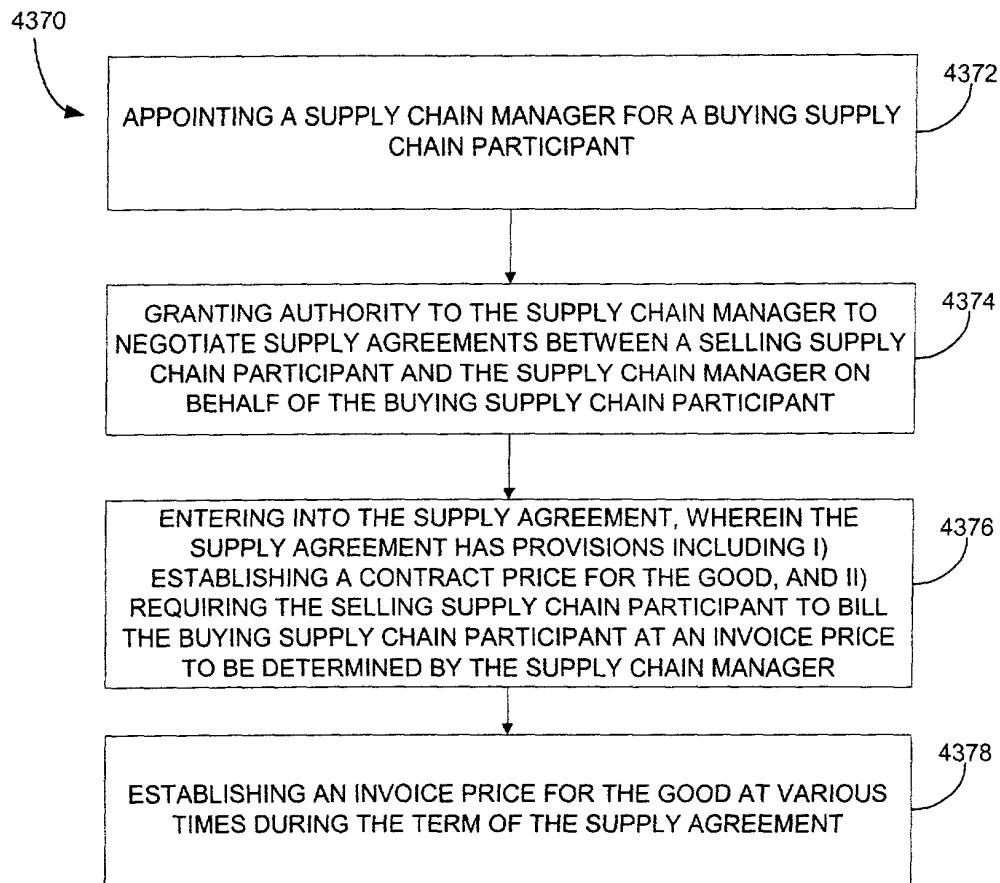


FIG. 43C

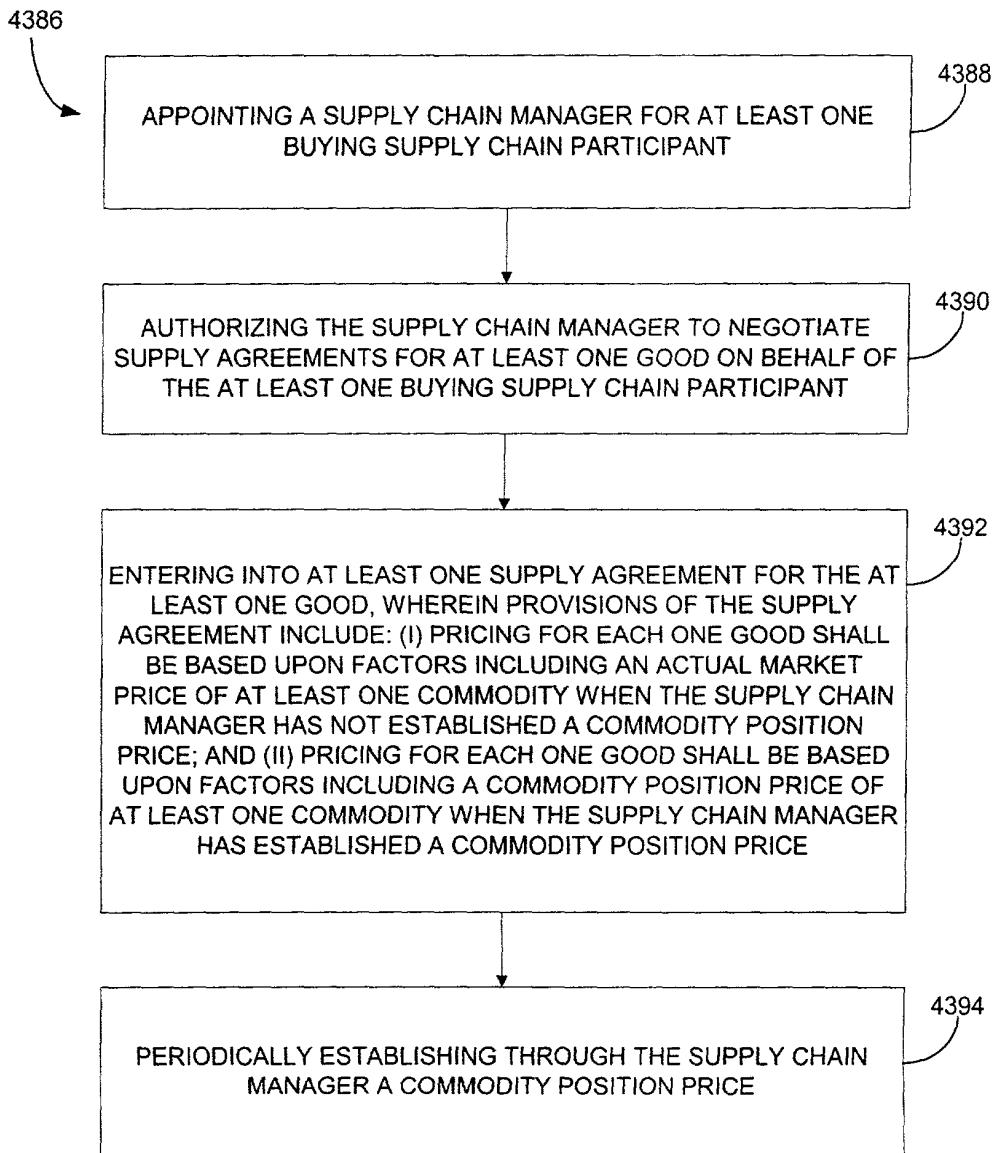


FIG. 43D

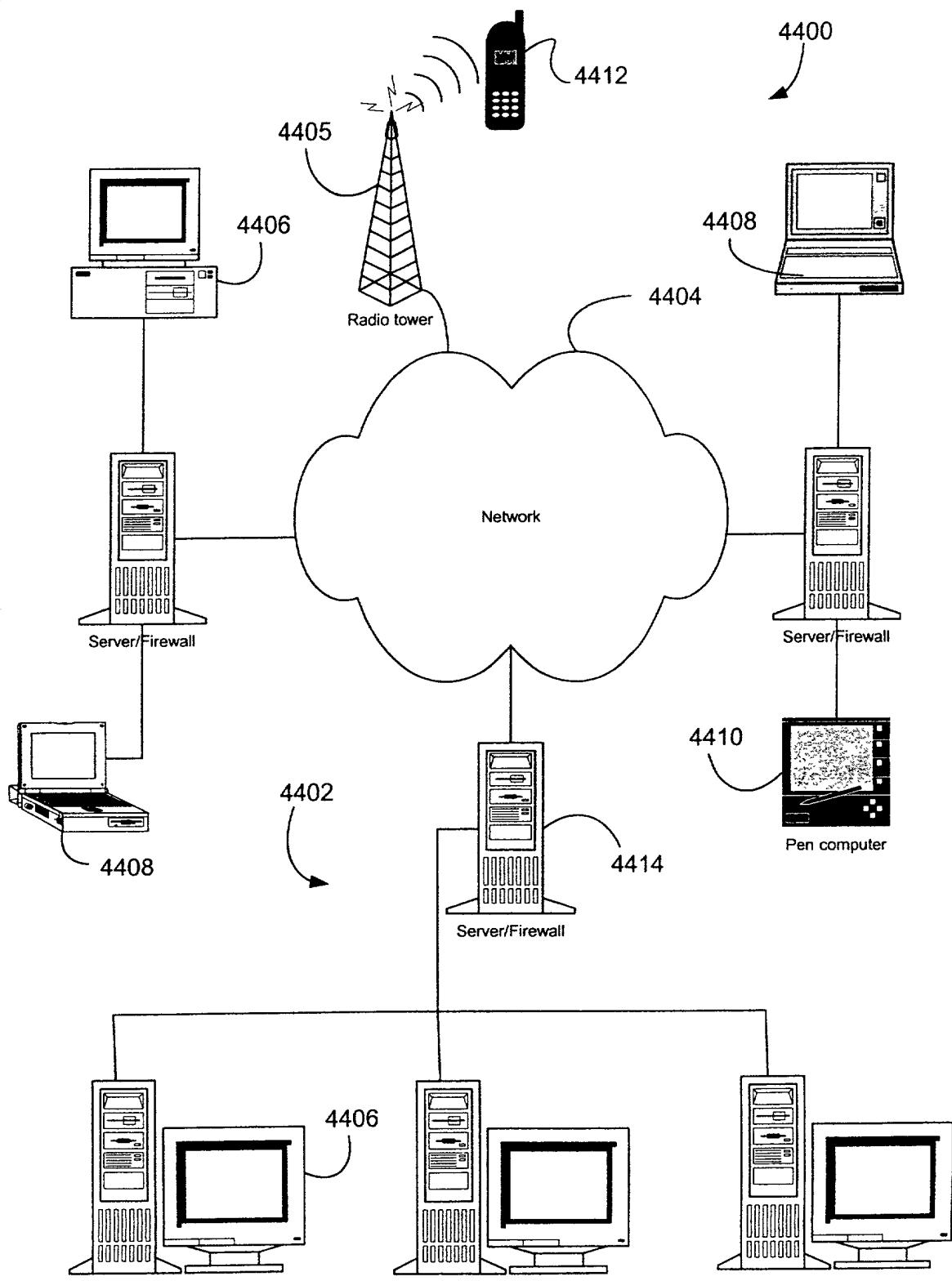


FIG. 44

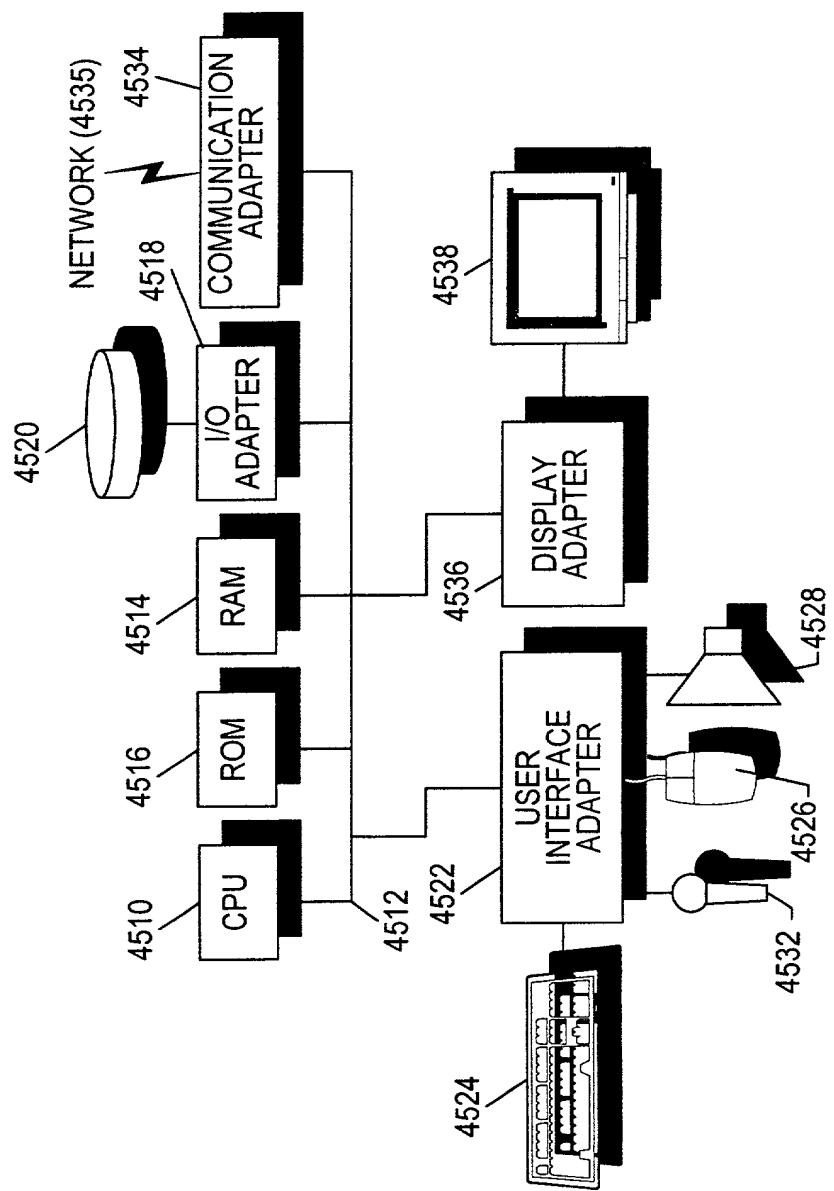


FIG. 45

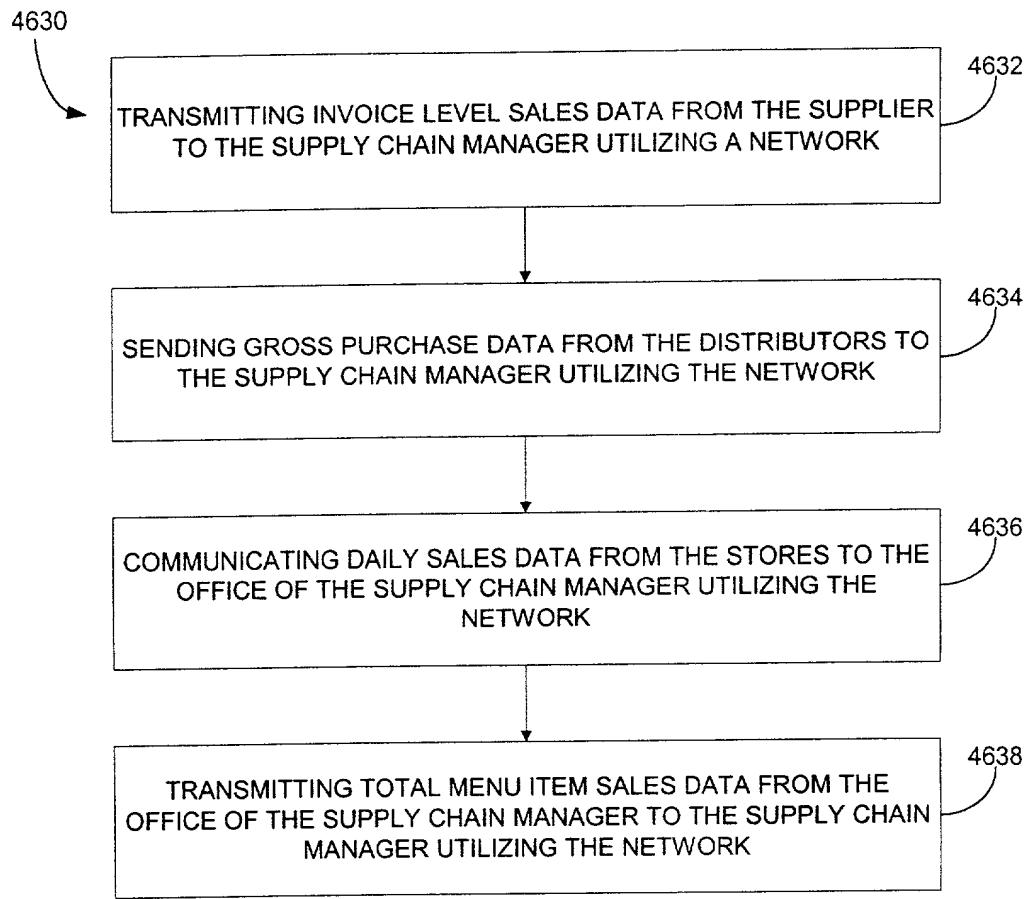


FIG. 46

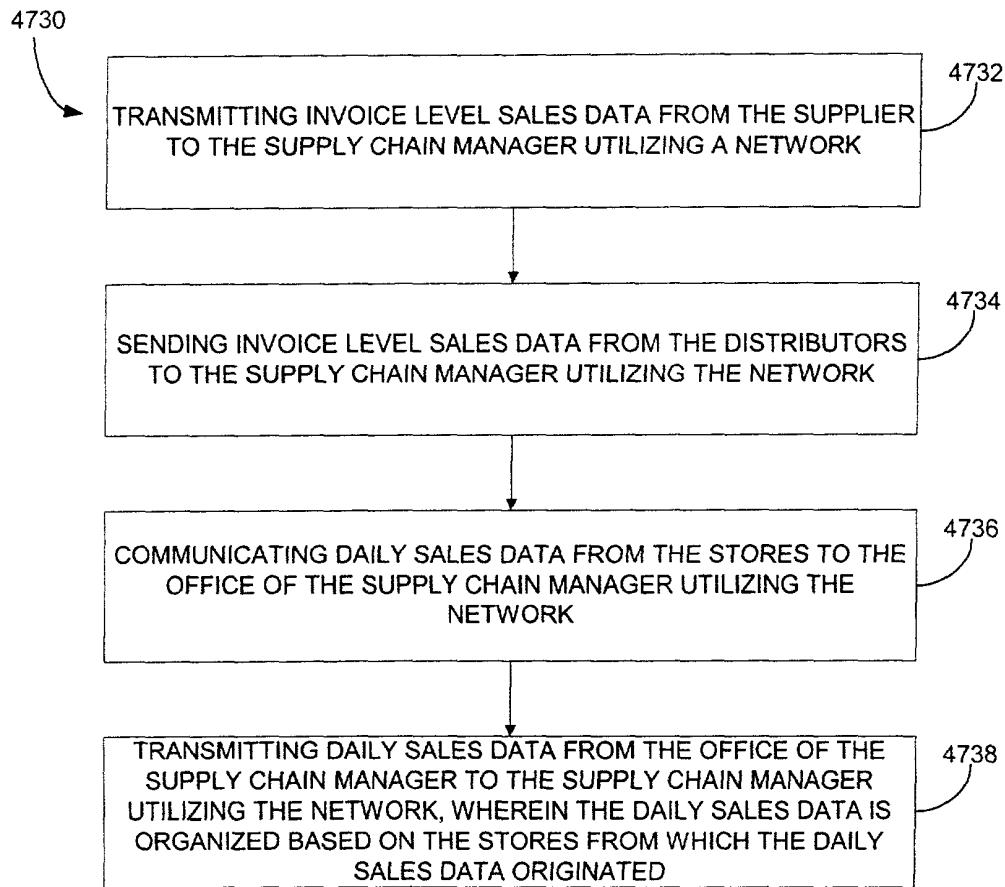


FIG. 47

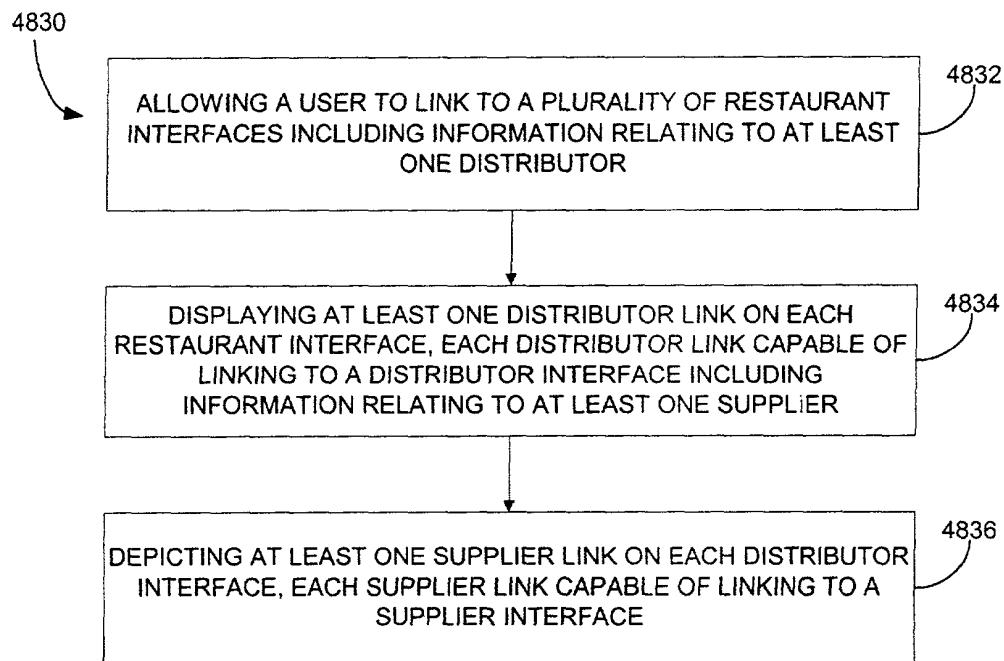


FIG. 48

File Edit View Favorites Help

<http://www.rsiweb.com/home/index.asp>

RSI

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name: Password: Enter Site

4902

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

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Map/Directions

General Information

Legal Information

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4900

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

FIG. 49

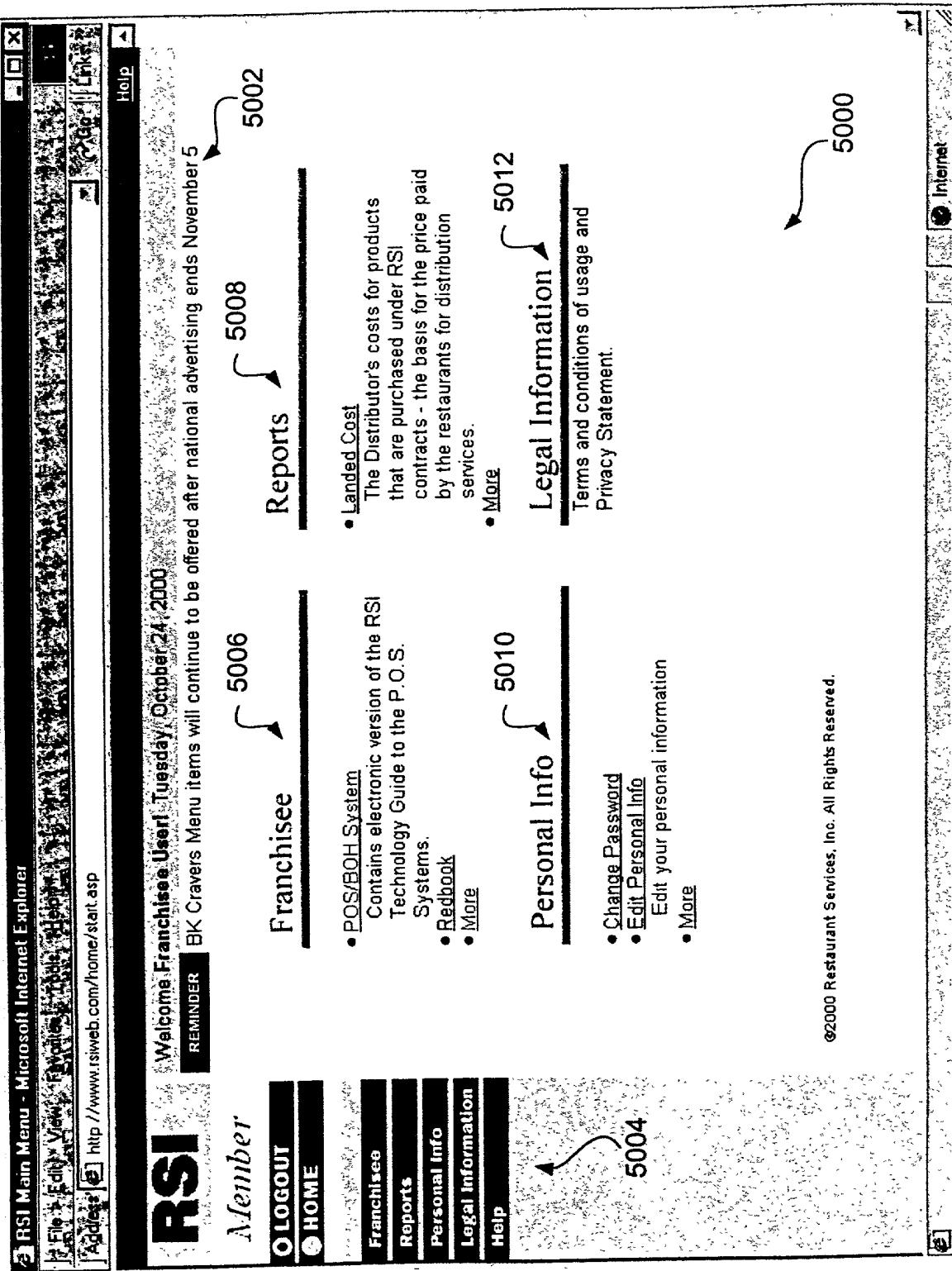


FIG. 50

000000000000000000000000

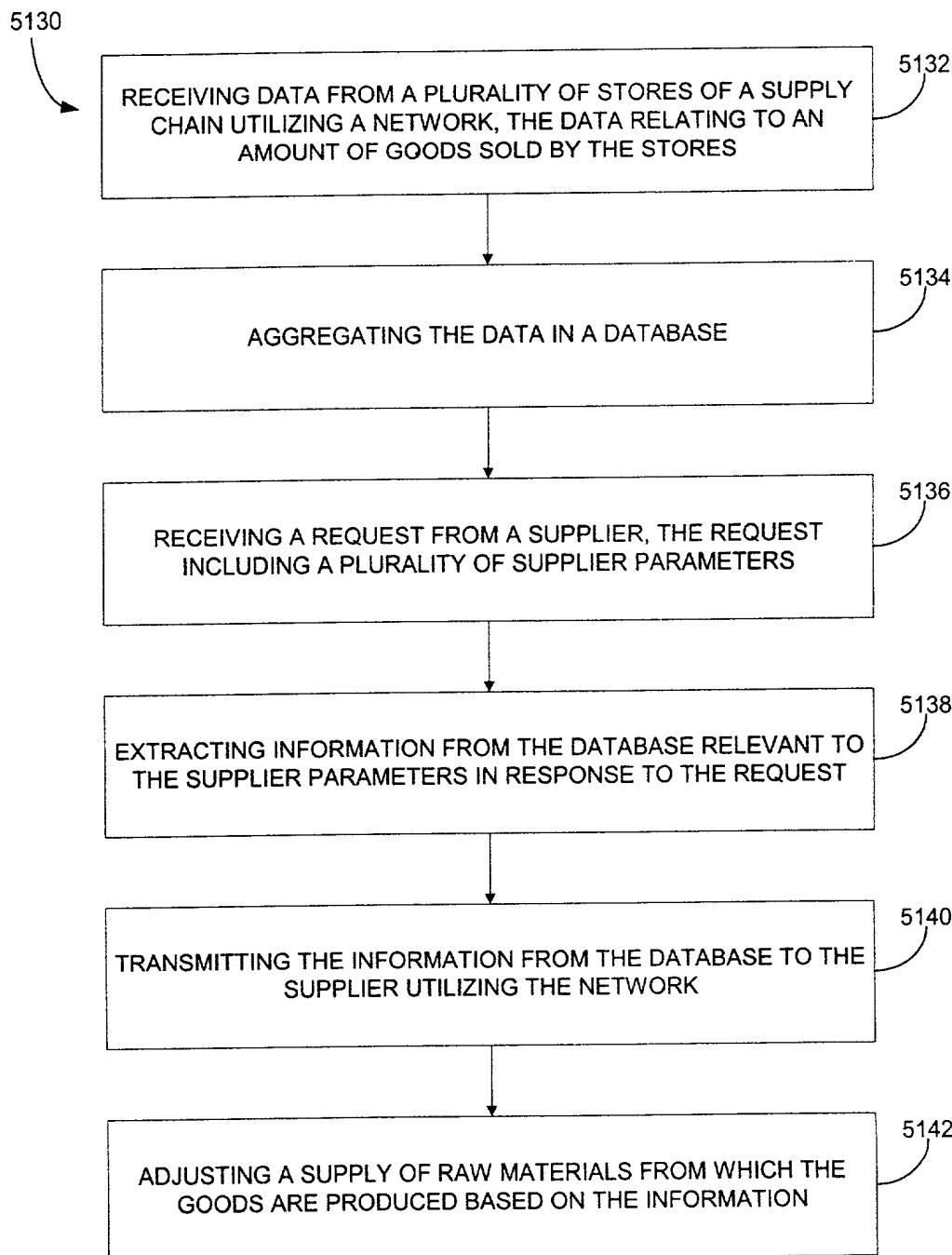


FIG. 51

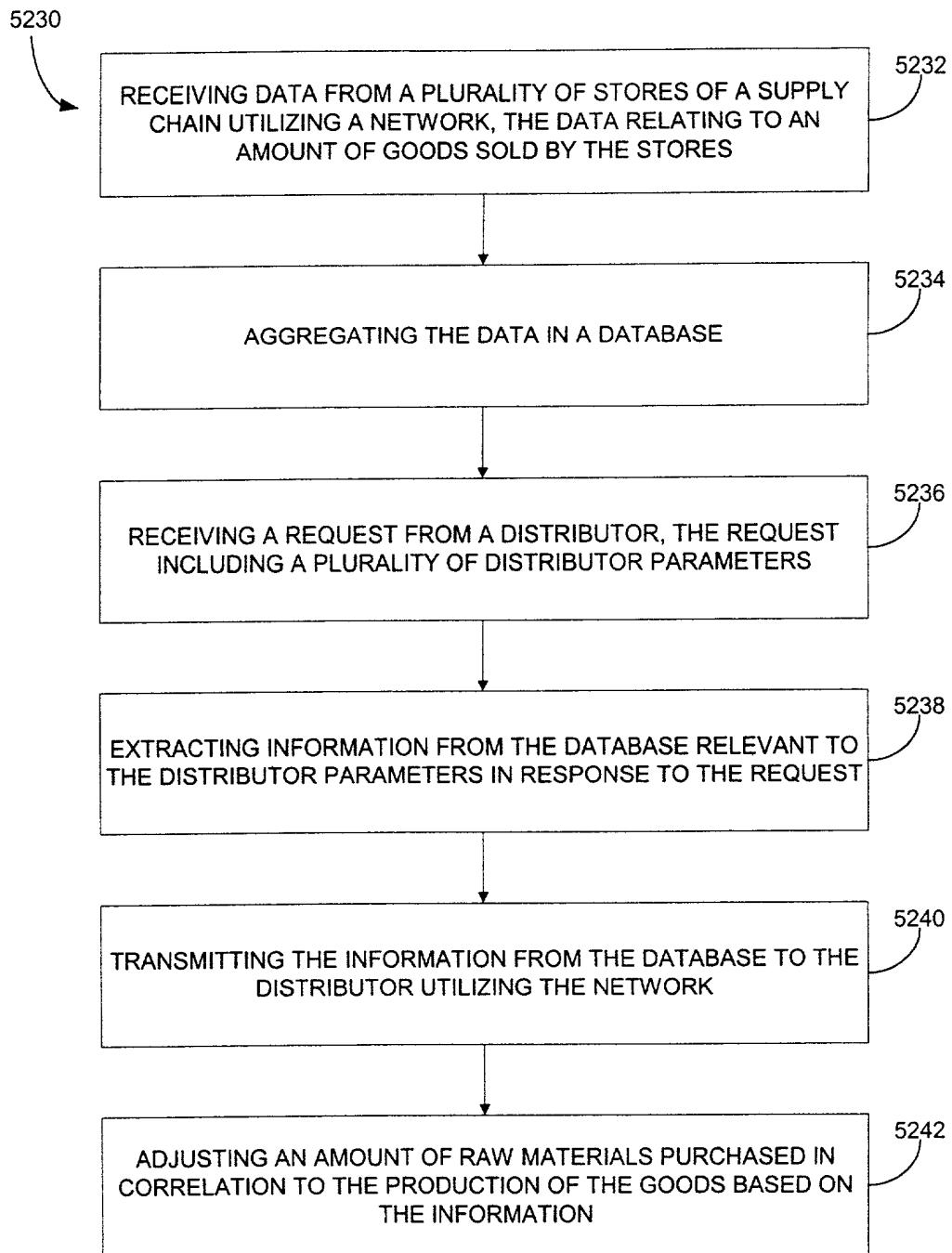


FIG. 52

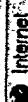
 Distributor Logout HOME		<h3 style="text-align: center;">POS Implied Daily Usage - Distributor</h3> <p style="text-align: center;">Tuesday, October 24, 2000</p> <p style="text-align: right;">5300</p>																																																																																																																																																																																																																																																																																																		
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FIG. 53

RSI Local DC Promotion Forecast Report - Microsoft Internet Explorer

Distributor

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	AD	Start Date	Projected Day Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	8	
	Davenport-Ri-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	St Louis City, IA	6/25/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuque, IA	4/1/00	85	19		
	Davenport-Ri-Moline, IA	4/15/00	99	17		
	Ottumwa-Kinsville, IA	4/16/00			3	
Big King Total	Chicago, IL	5/15/00	20	99	39	
Pancake Minis	Peoria, IL	5/1/00	20	99	8	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

 POS Implied Daily Usage - Supplier - Microsoft Internet Explorer																																																																																																																																																																																																																									
File Edit View Favorites Help Logout HOME	Address <input type="text" value="http://www.swiweb.com/supplier/\$_iploadaily.asp?report=true"/> Done																																																																																																																																																																																																																								
<h1>RSI</h1> <p><i>Supplier</i></p> <p>Logout</p> <p>HOME</p> <hr/> <p>Reports</p> <p>Personal Info</p> <p>Legal Information</p> <p>Help</p>																																																																																																																																																																																																																									
<p style="text-align: center;">POS Implied Daily Usage - Supplier</p> <p style="text-align: center;">Supplier: <input type="text" value="TYSON FOODS"/></p> <p style="text-align: center;"><input type="button" value="Retrieve"/></p> <hr/> <p style="text-align: center;">Printer Friendly Version</p> <p style="text-align: center;">Supplier: TYSON FOODS</p>																																																																																																																																																																																																																									
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FIG. 55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer																																																							
<input type="button" value="Member"/>	<input type="button" value="Logout"/>																																																						
<input type="button" value="Franchisee"/>	<input type="button" value="HOME"/>																																																						
<input type="button" value="Reports"/>	<input type="button" value="Printer Friendly Version"/>																																																						
<input type="button" value="Personal Info"/>	<input type="button" value="Restaurant Landed Cost Verification Report"/>																																																						
<input type="button" value="Legal Information"/>	<input type="button" value="Report Date: Sunday, October 22, 2000"/>																																																						
<input type="button" value="Help"/>	<input type="button" value="Restaurant Number: 0003473"/>																																																						
	<input type="button" value="Date: 10/22/00"/>																																																						
	<input type="button" value="Retrieve"/>																																																						
<p style="text-align: center;">RSI</p> <p>Landed Cost Report</p>																																																							
<p>Restaurant Number: <input type="text" value="0003473"/> Date: <input type="text" value="10/22/00"/> <input type="button" value="Retrieve"/></p>																																																							
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FIG. 56

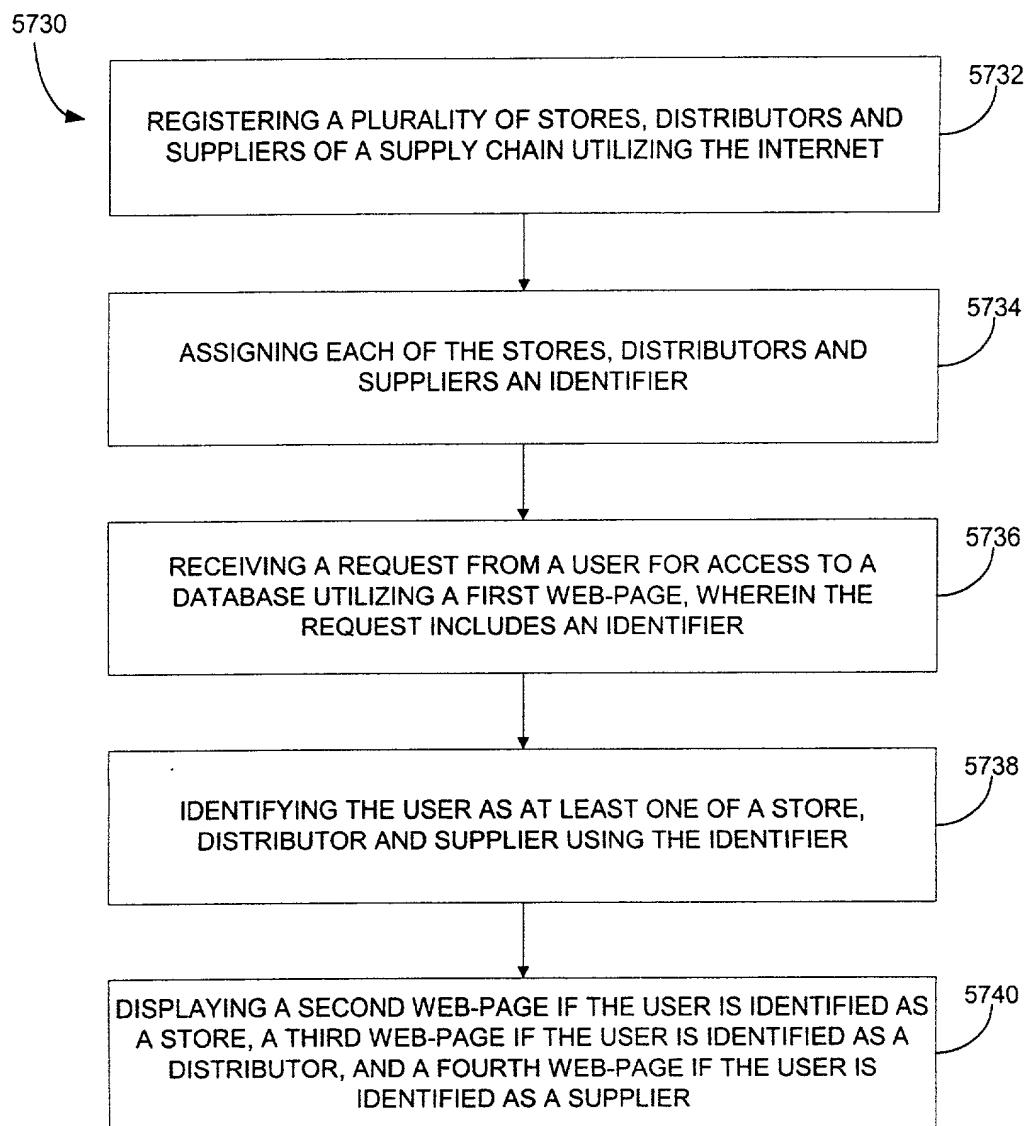
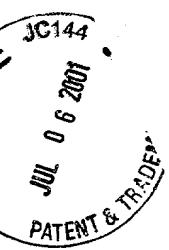
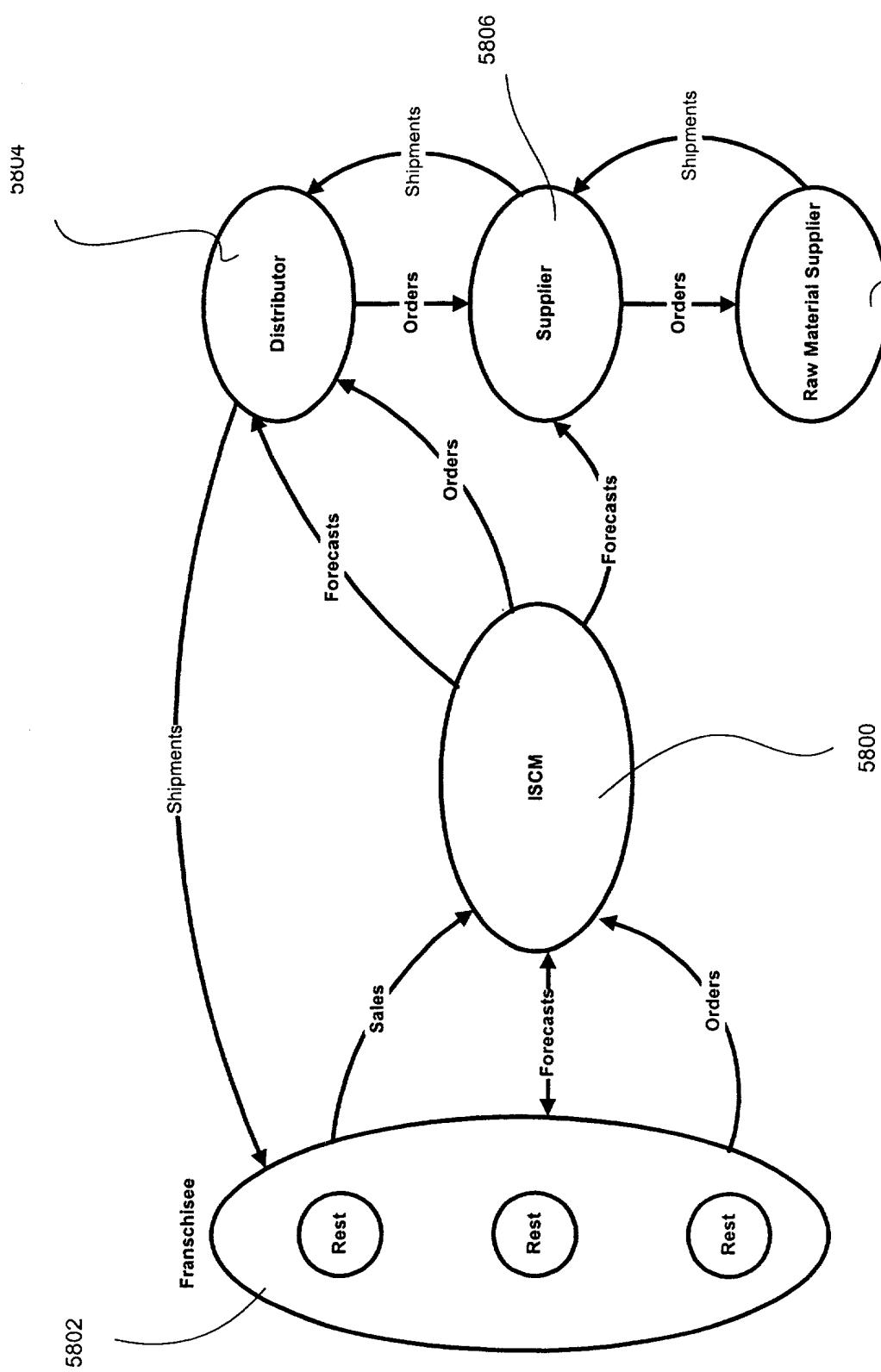


FIG. 57

5808

Fig. 58



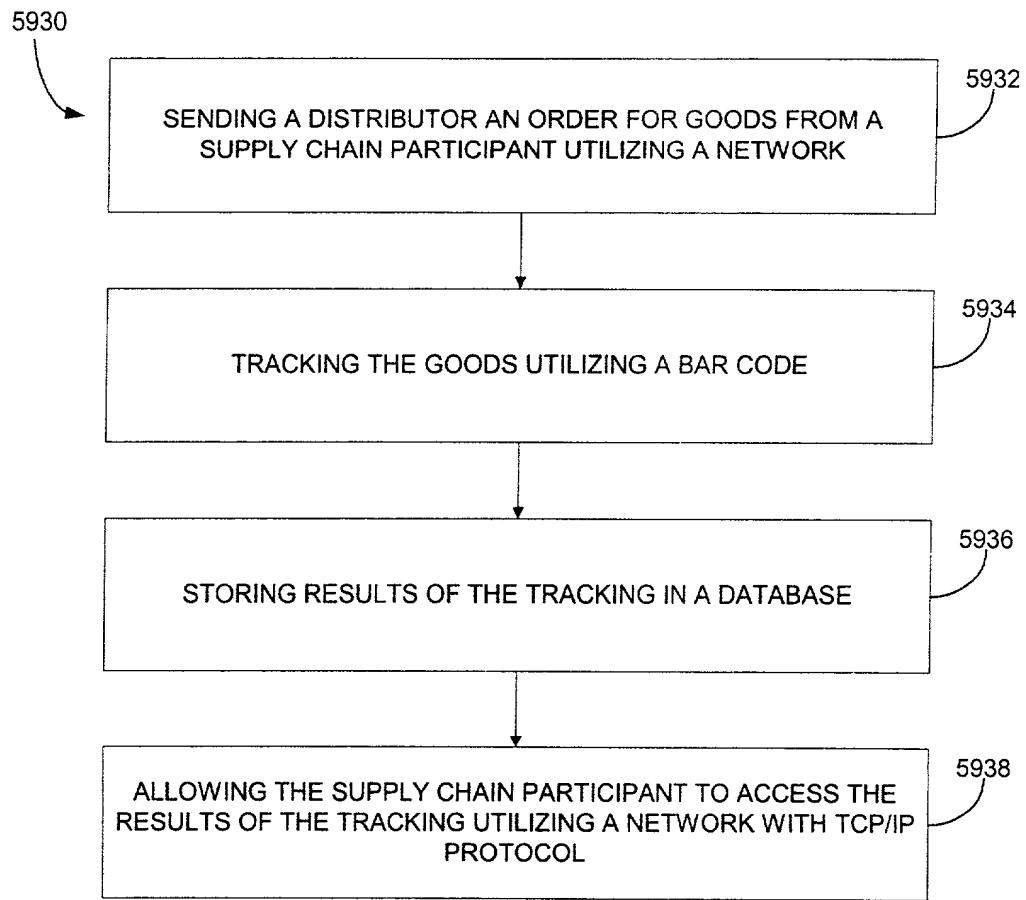
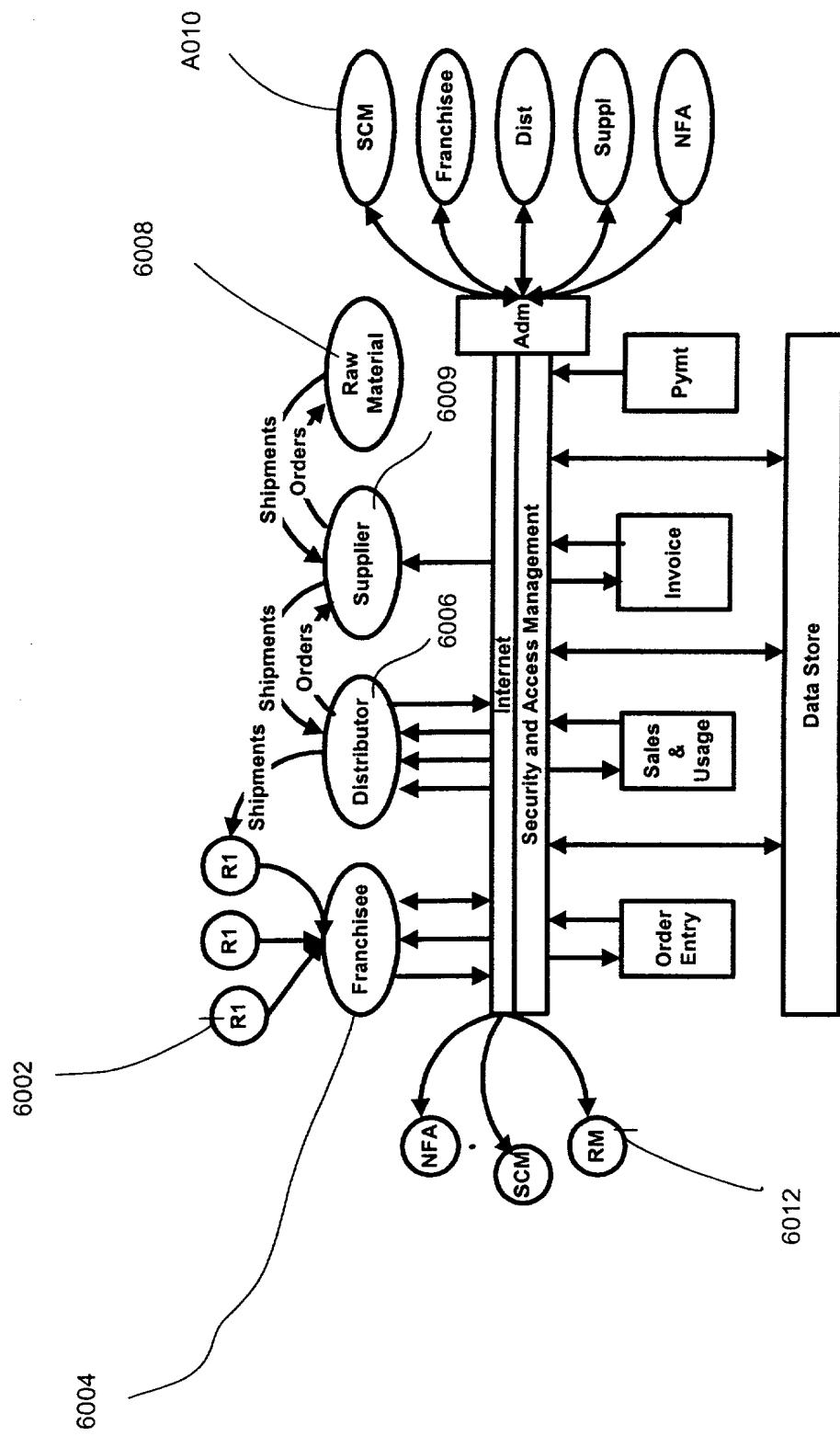


FIG. 59

Fig. 60



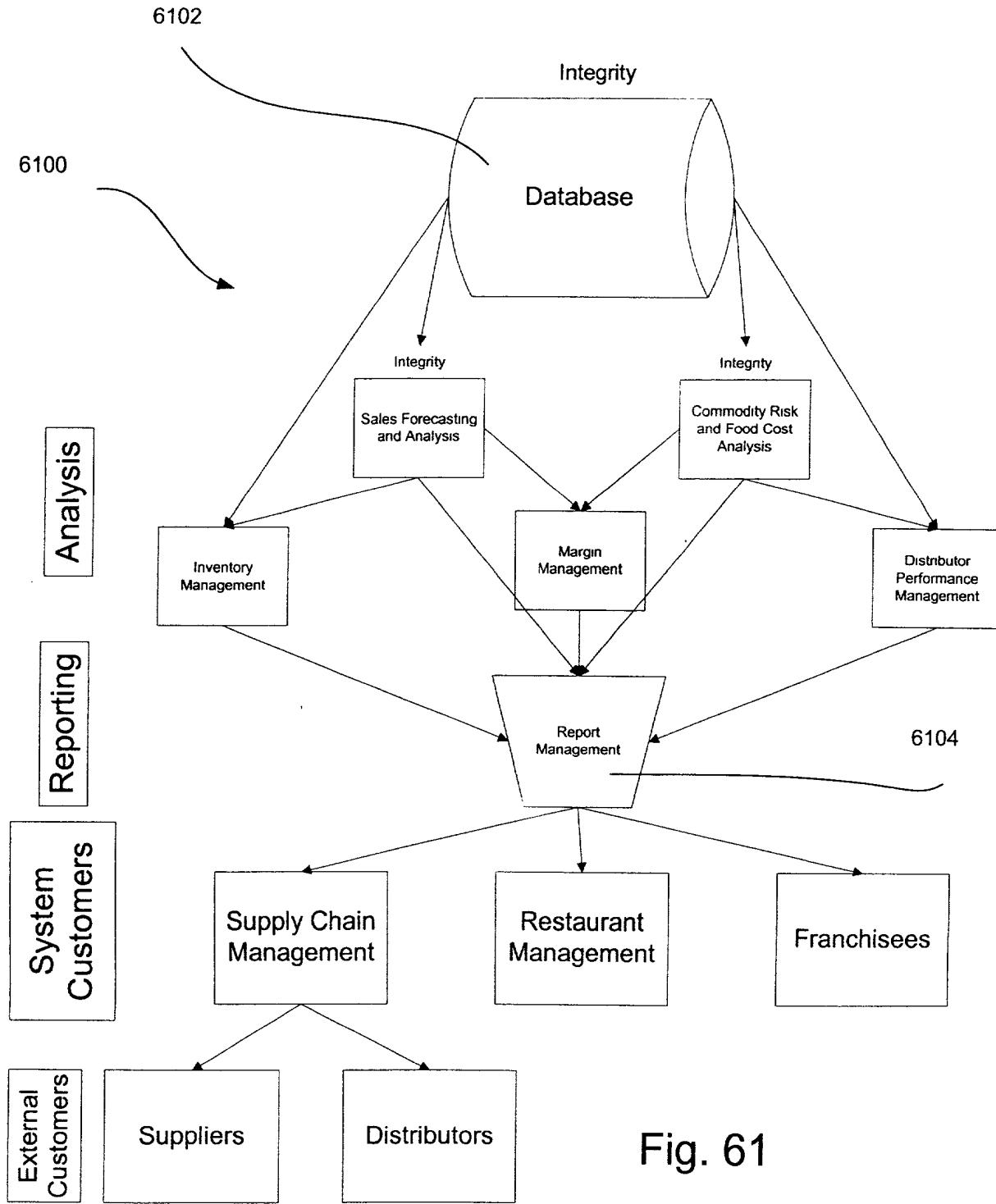


Fig. 61

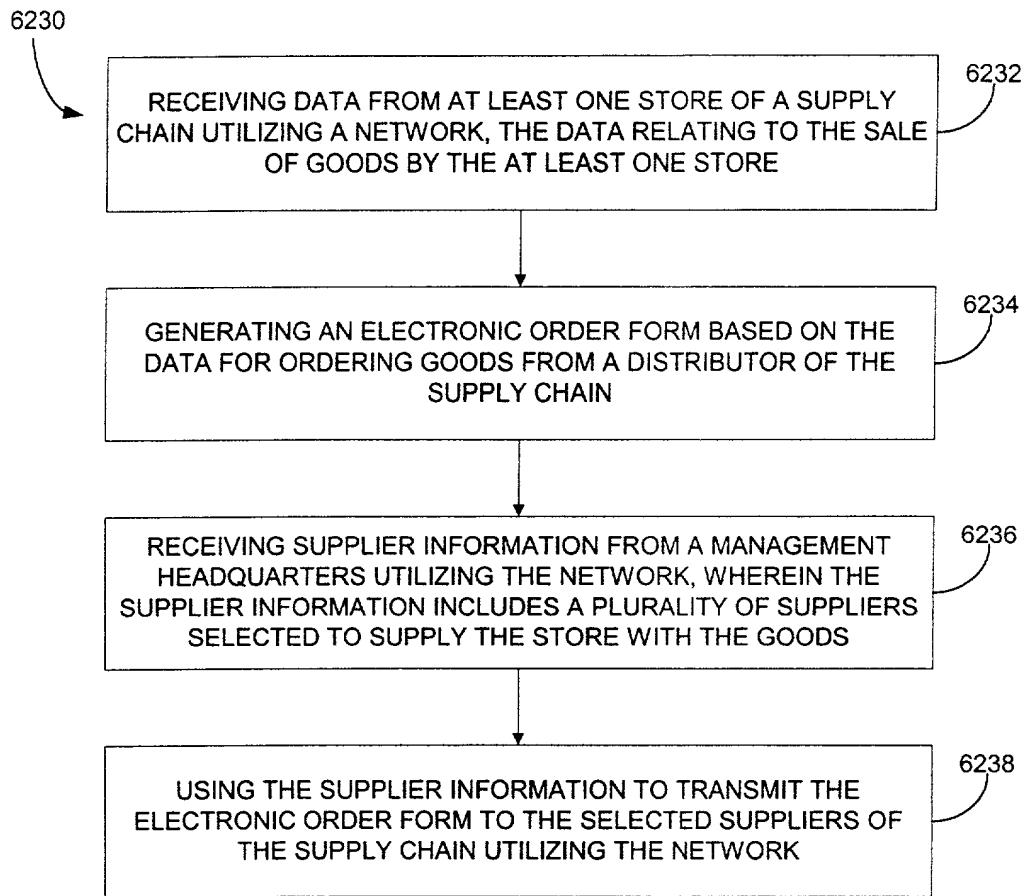


FIG. 62

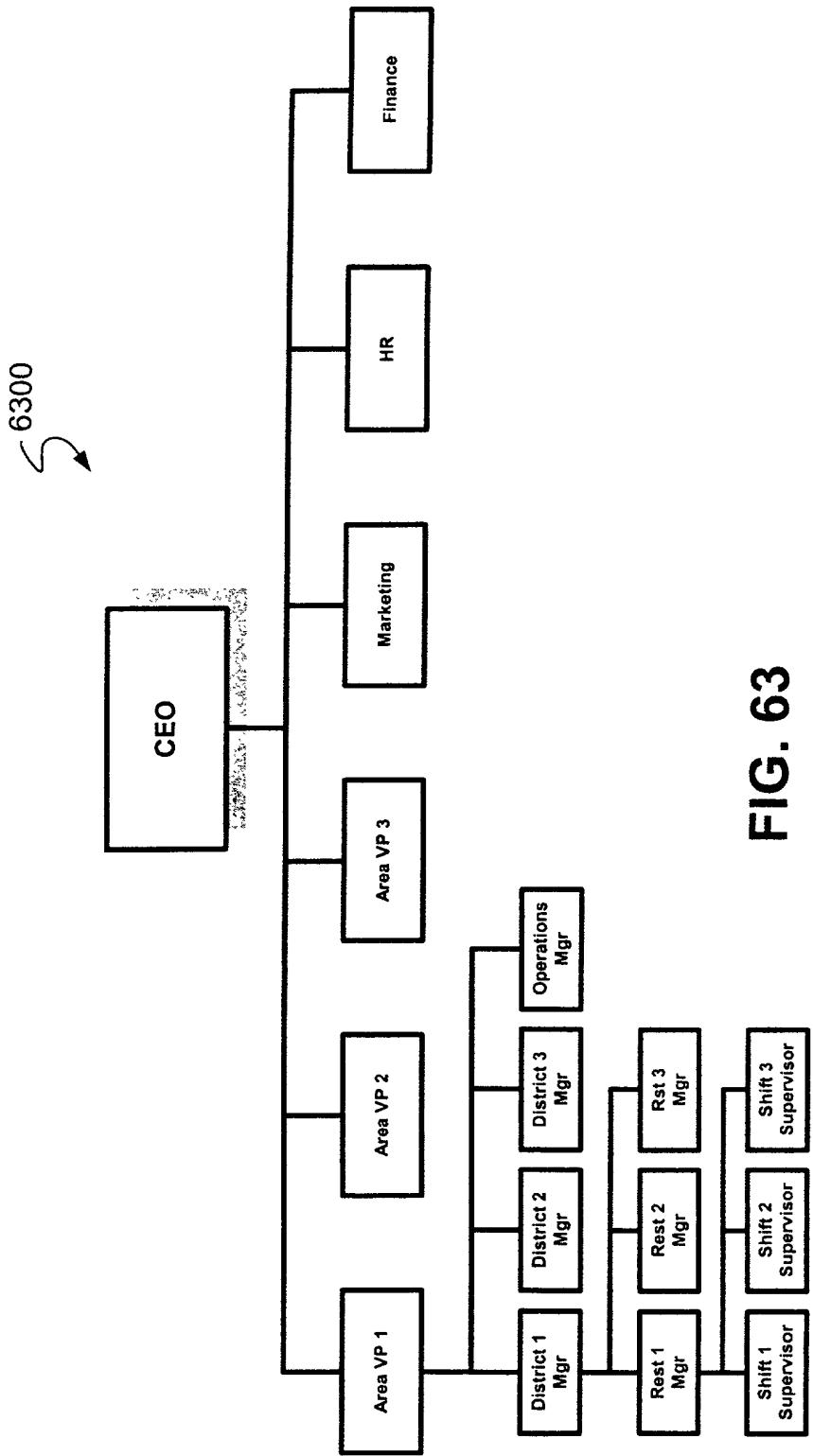


FIG. 63

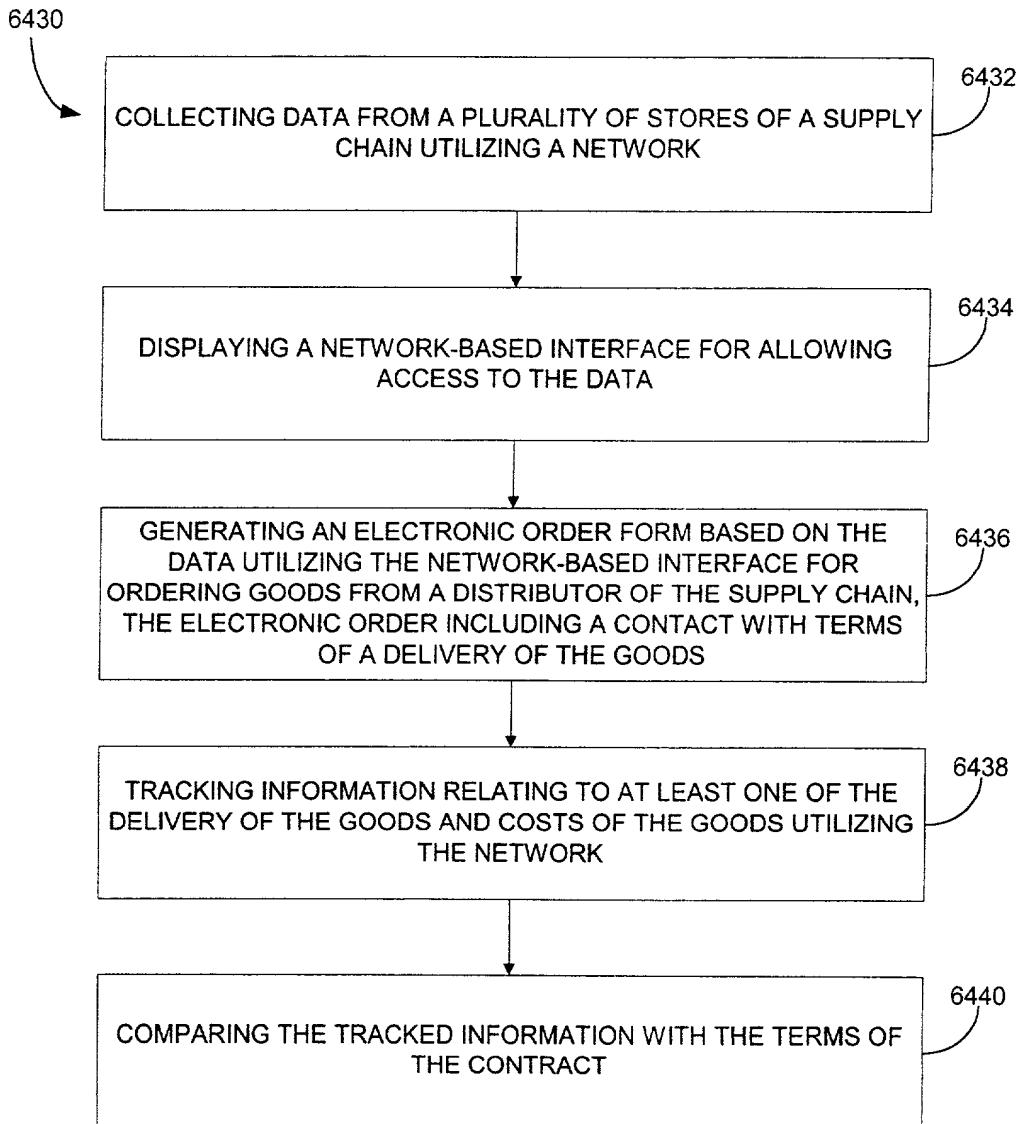


FIG. 64

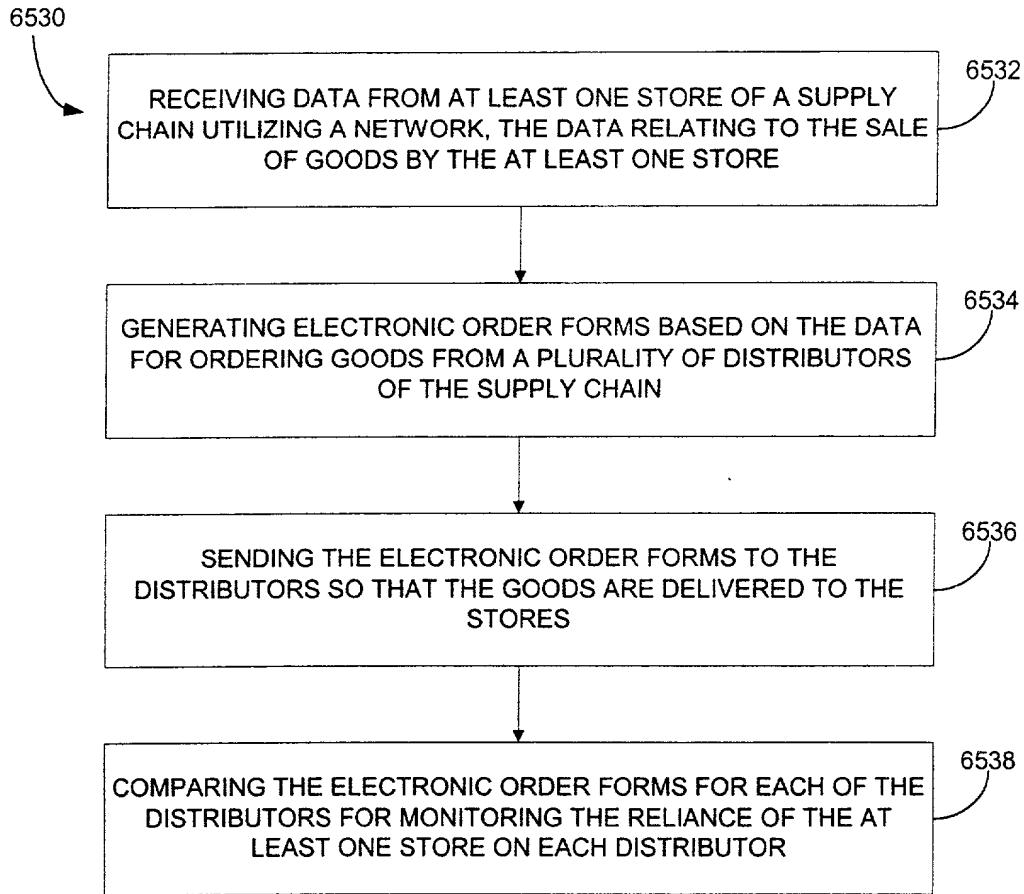


FIG. 65

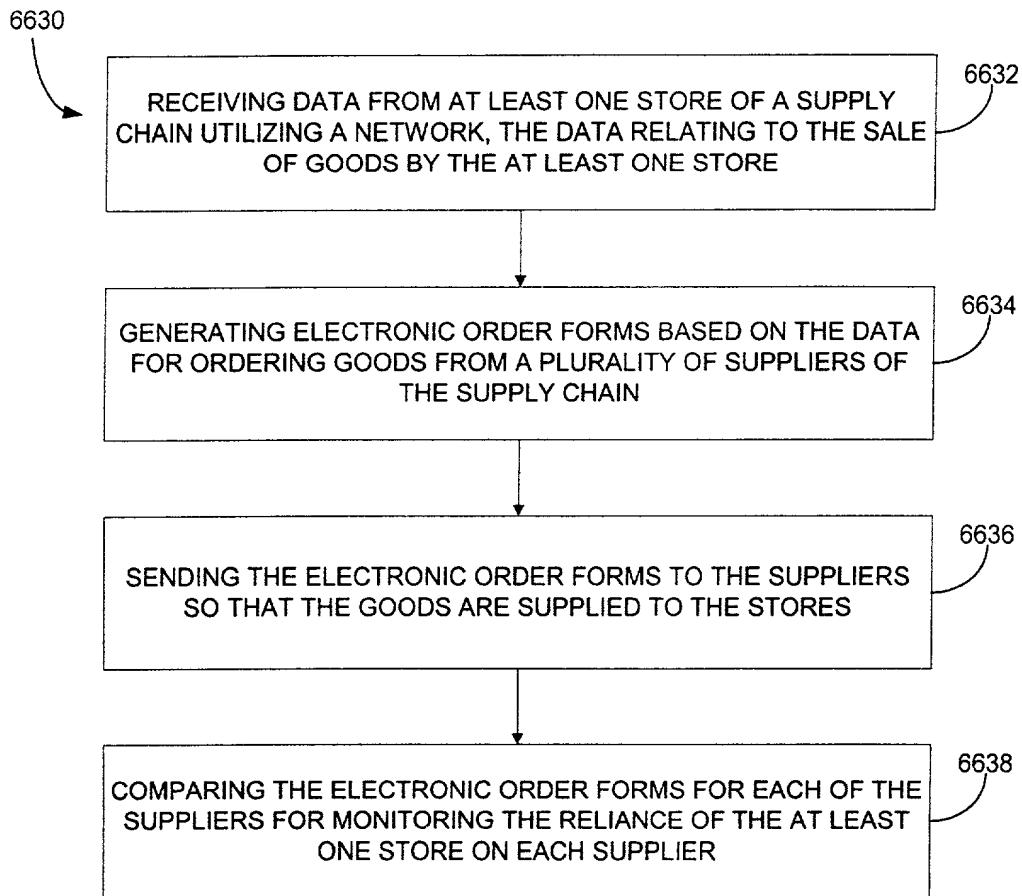


FIG. 66

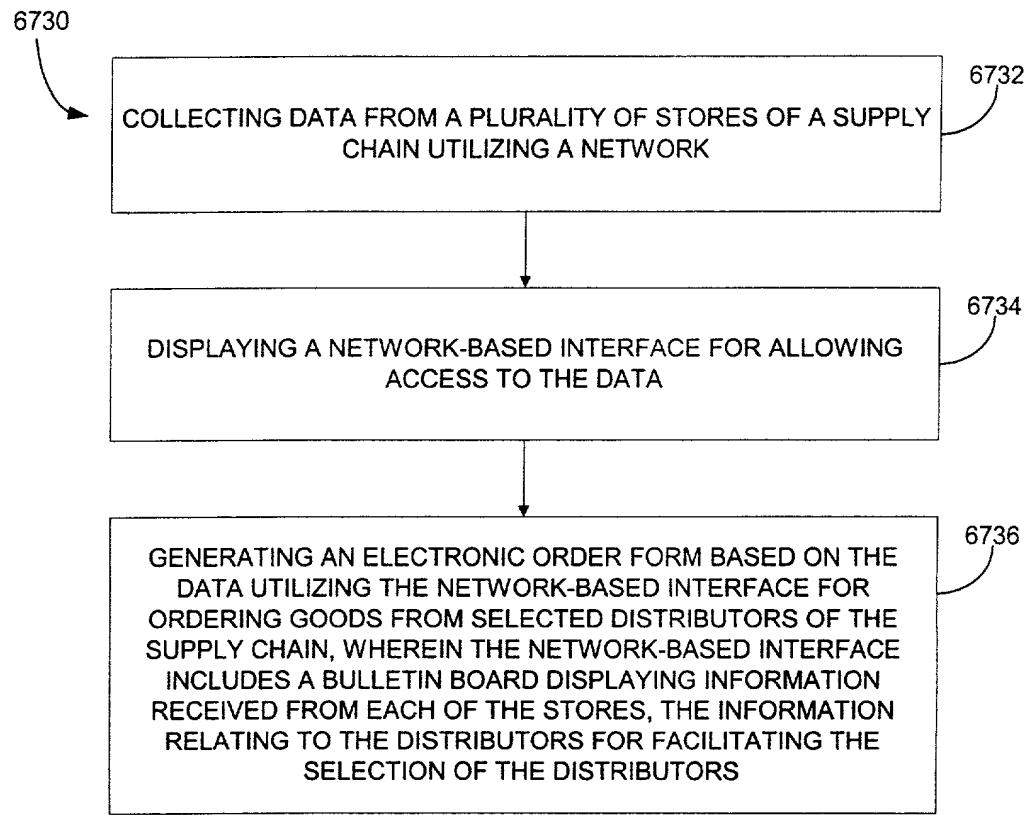


FIG. 67

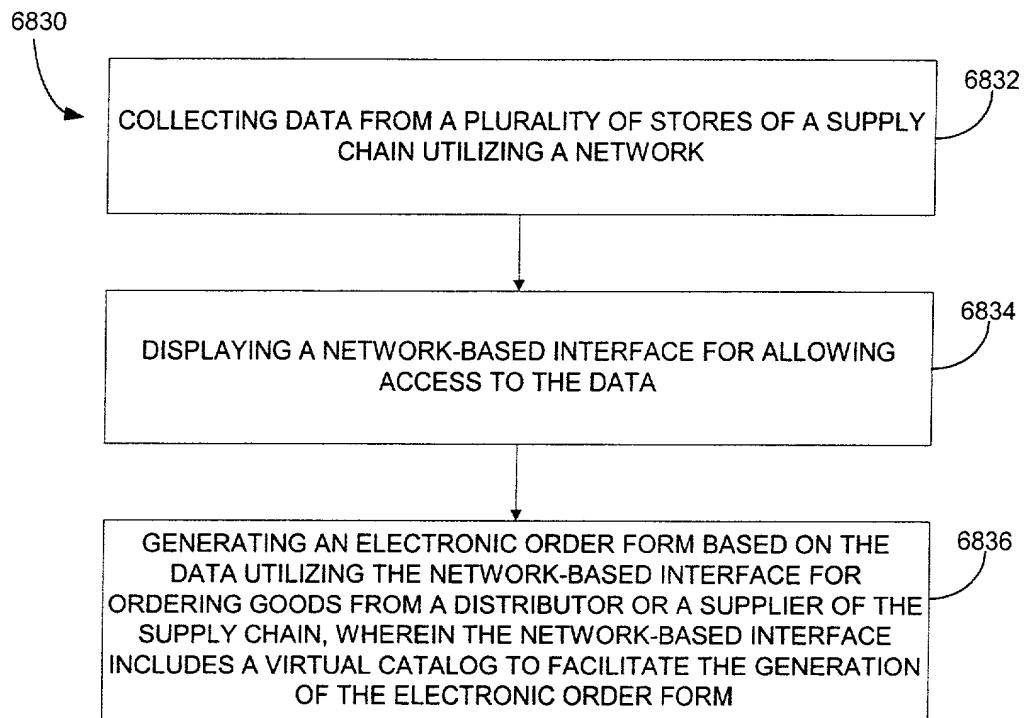
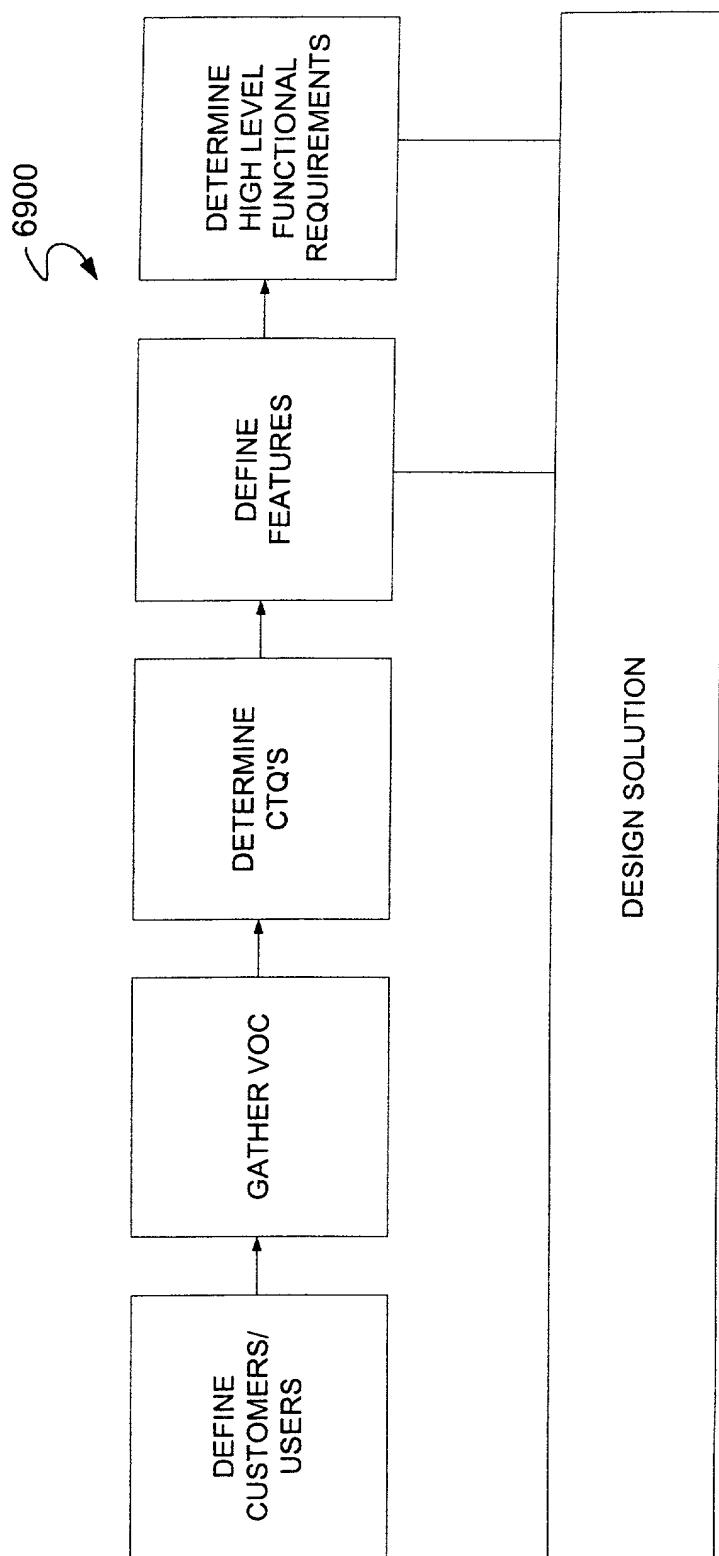


FIG. 68

FIG. 69



00 00 00 00 00 00 00 00 00 00 00

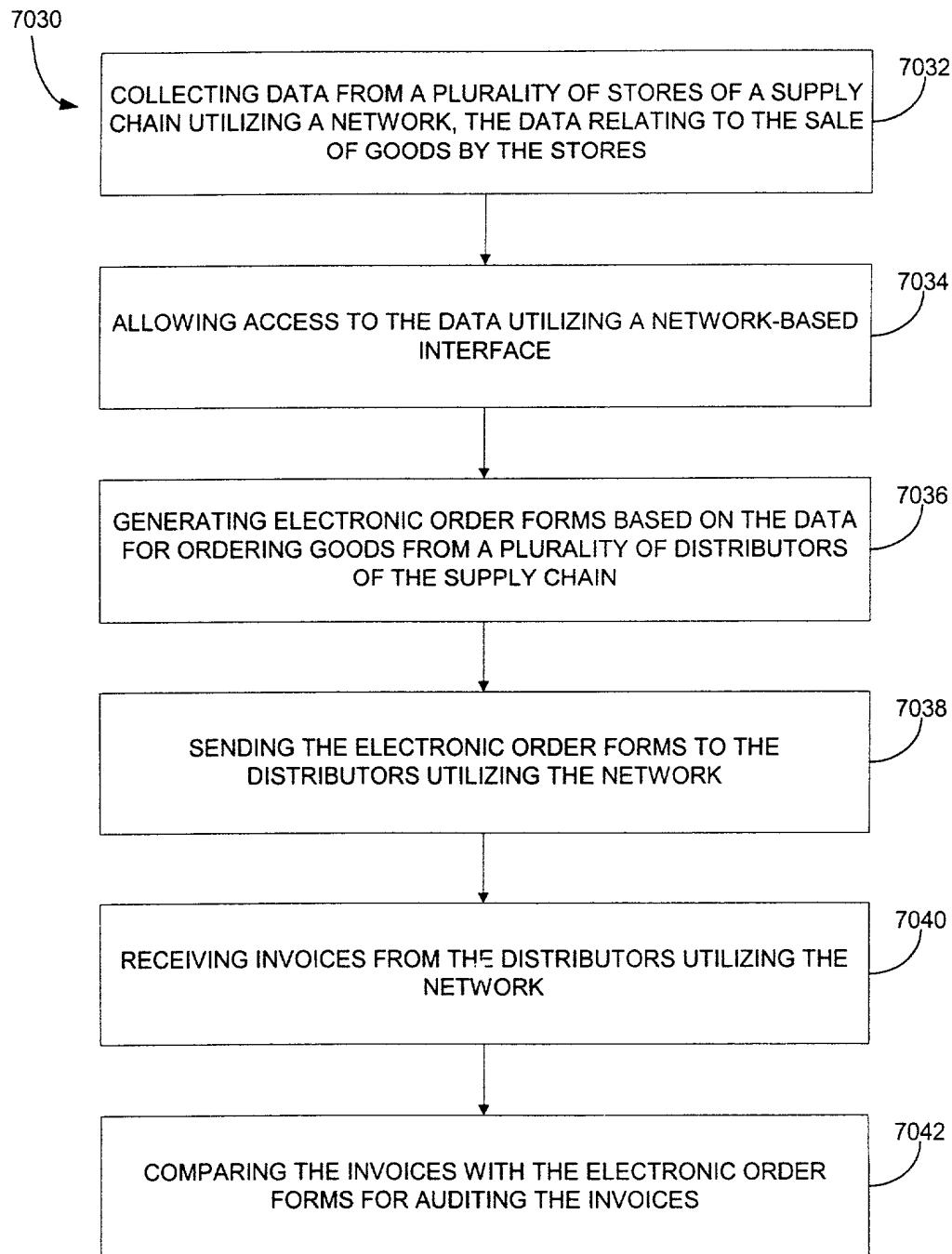


FIG. 70

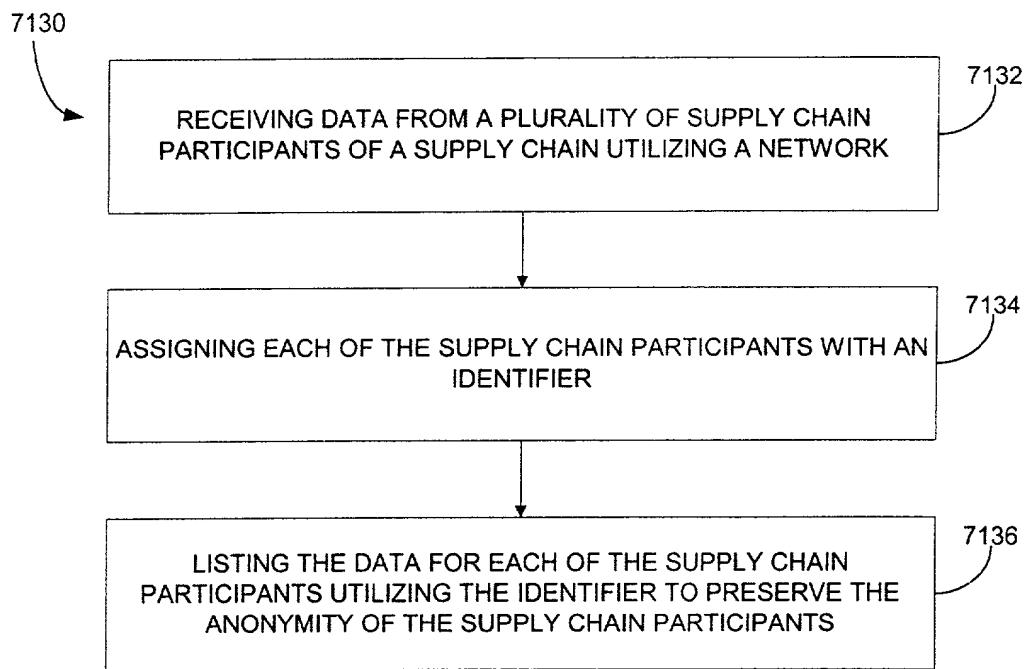


FIG. 71

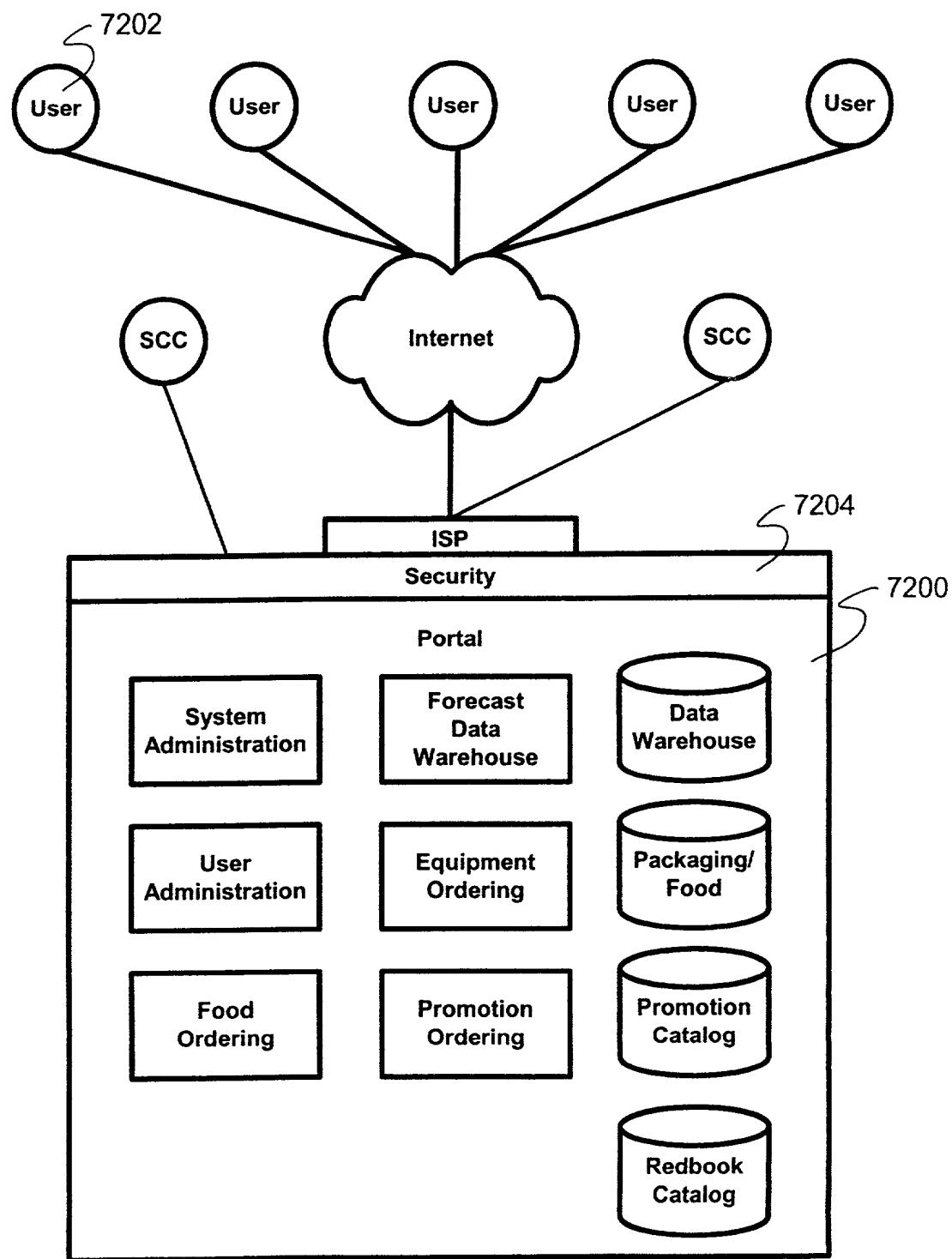


FIG. 72

FIG. 73

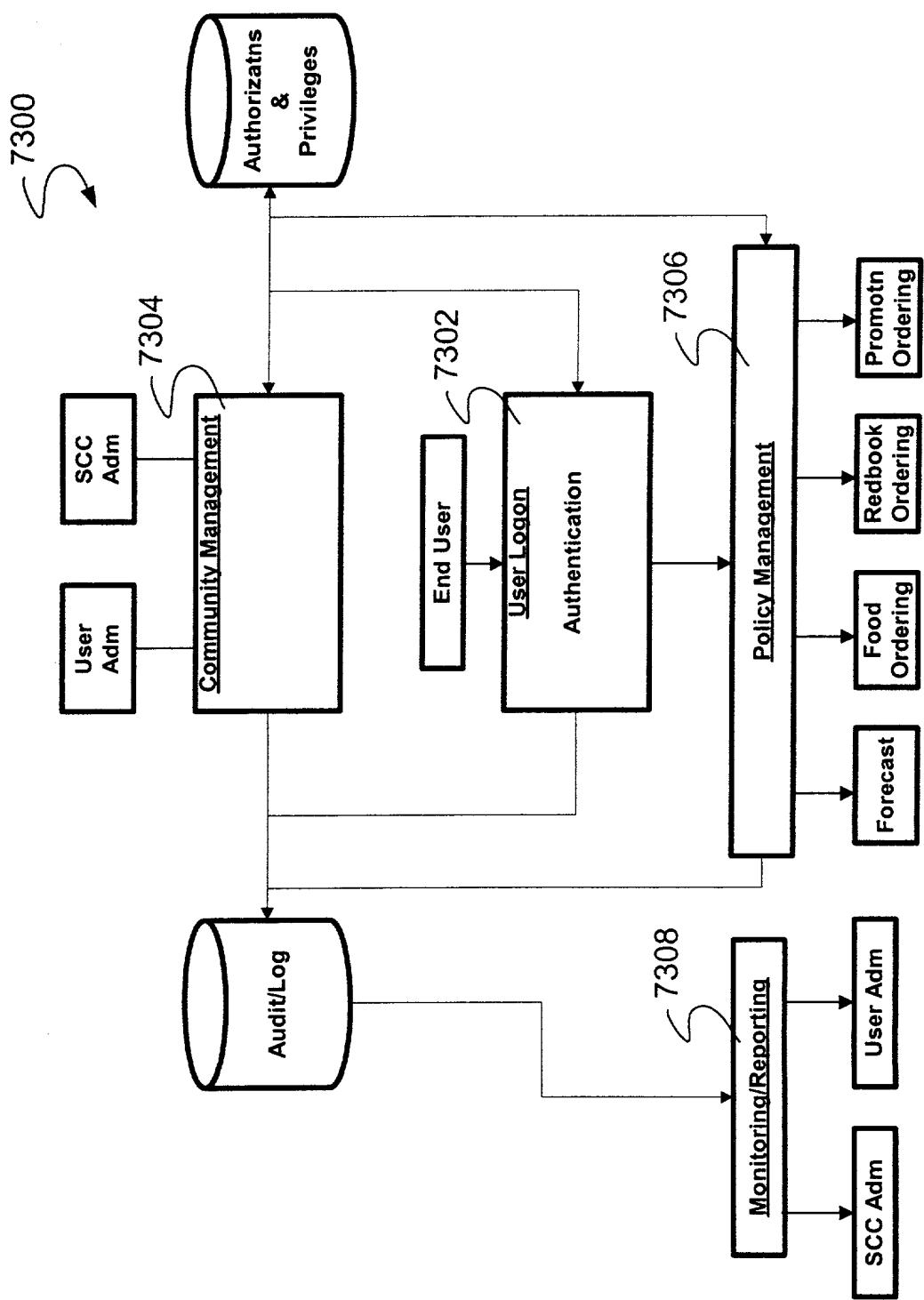
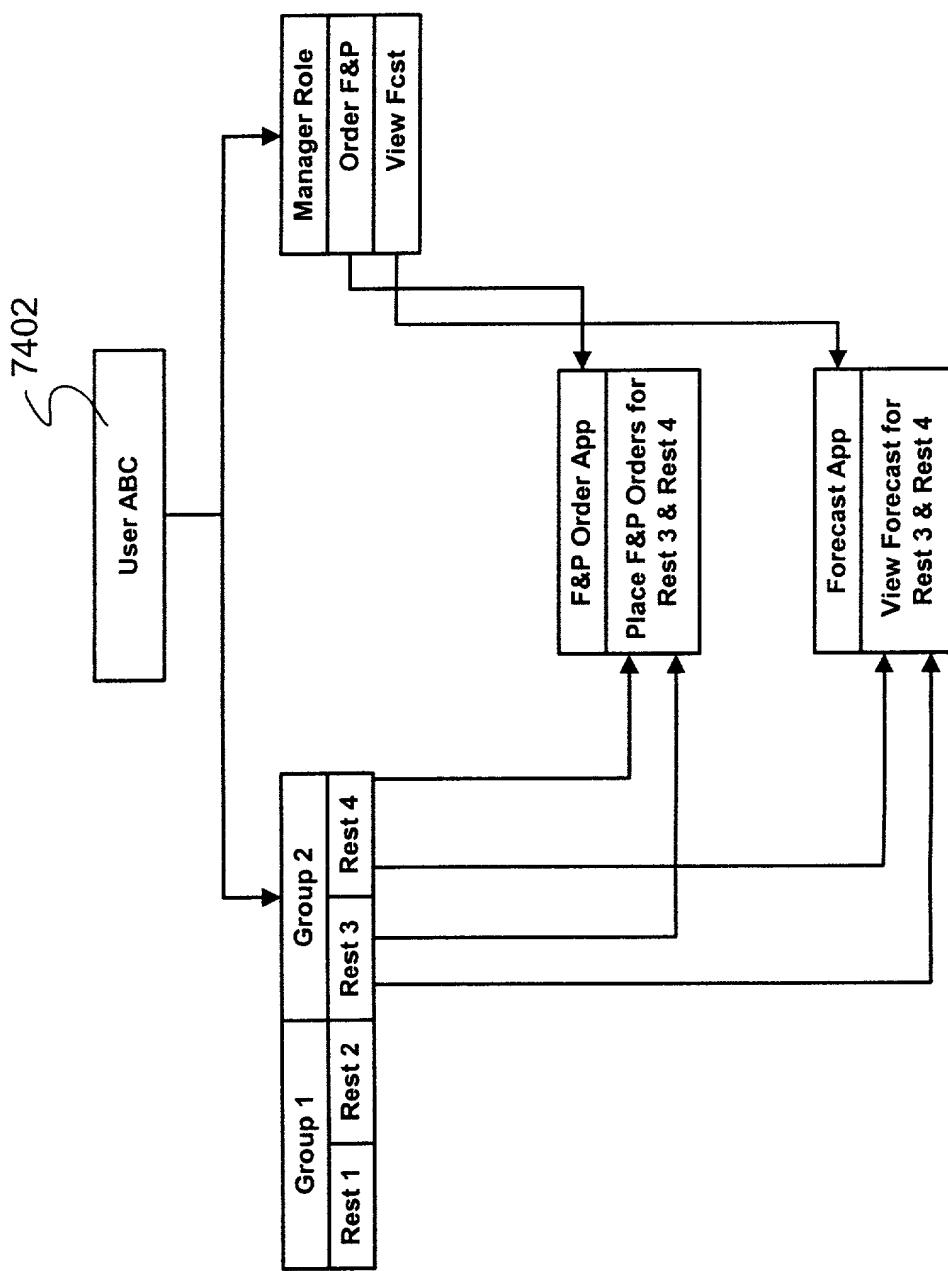


FIG. 74



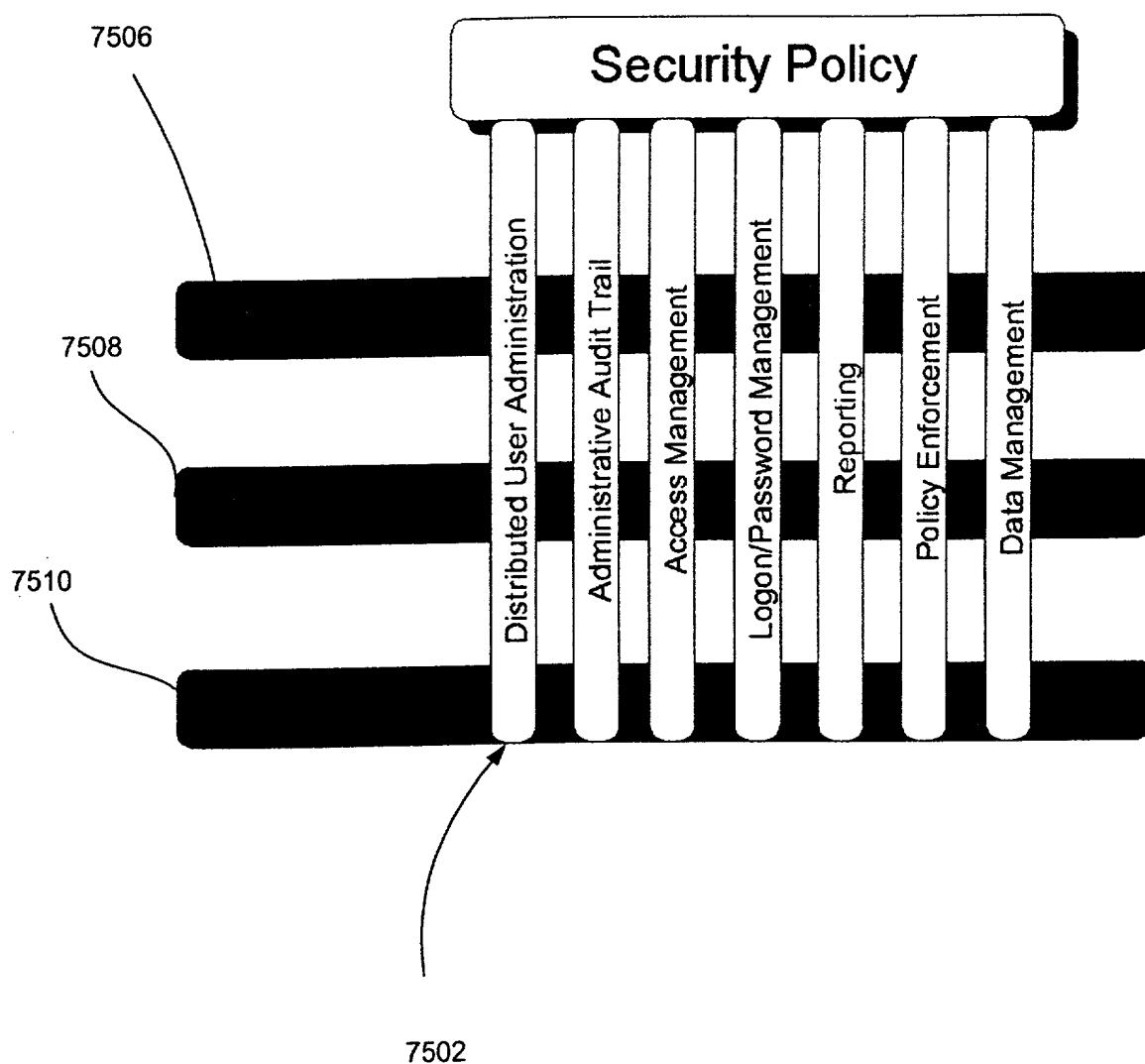


Fig. 75

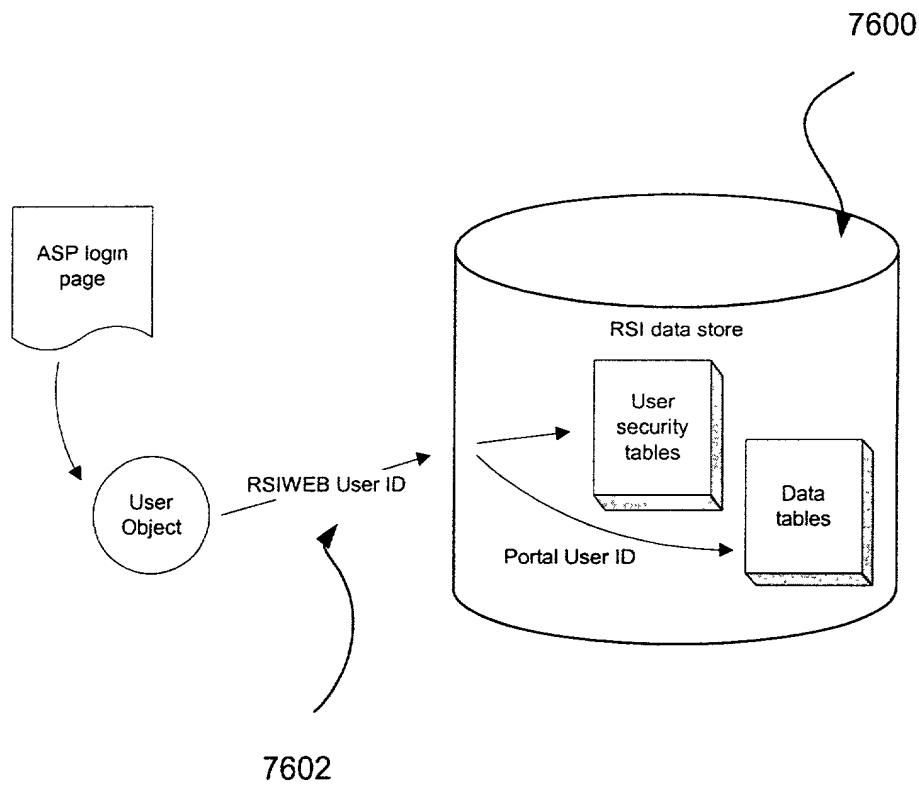


Fig. 76

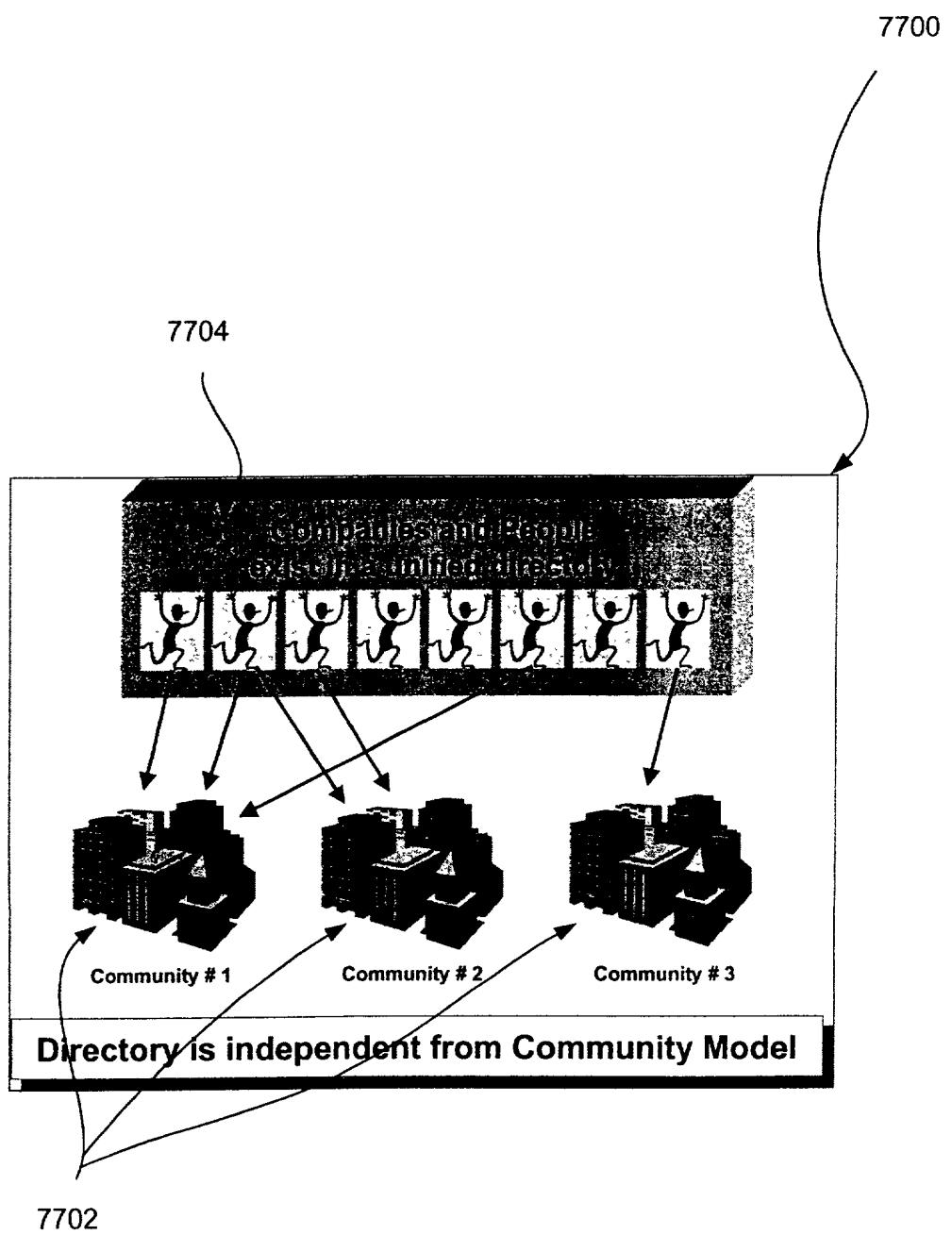


Fig. 77

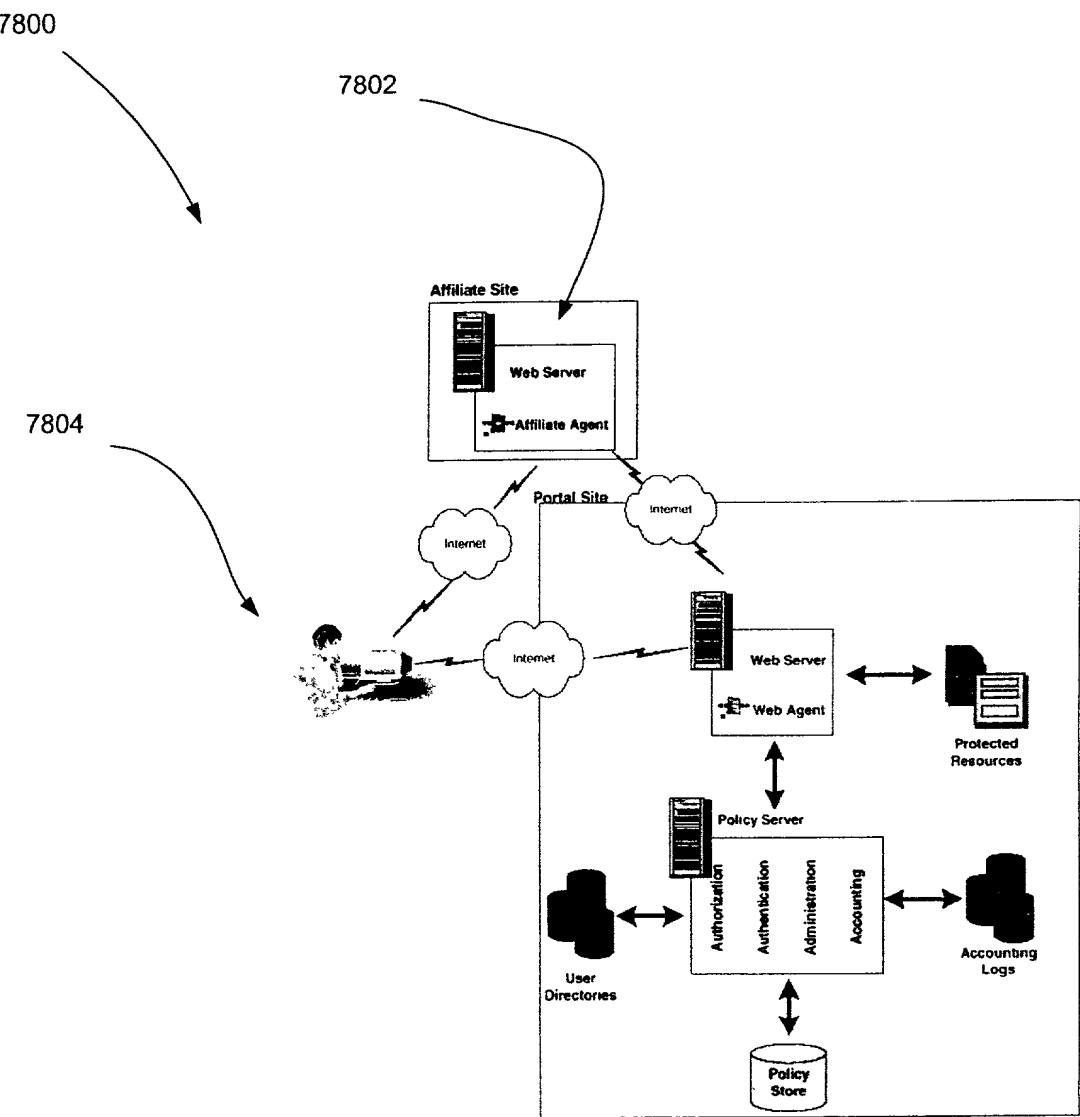


Fig. 78

7900

7902

Policy-Based Web Security Model

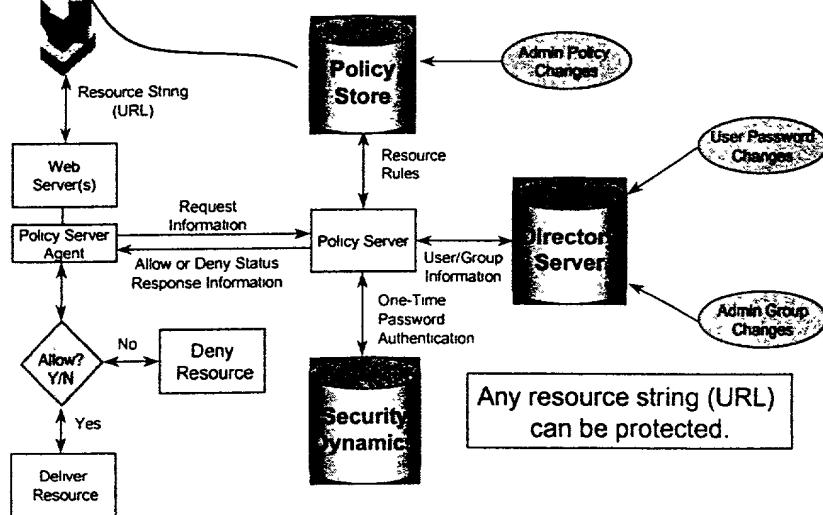


Fig. 79

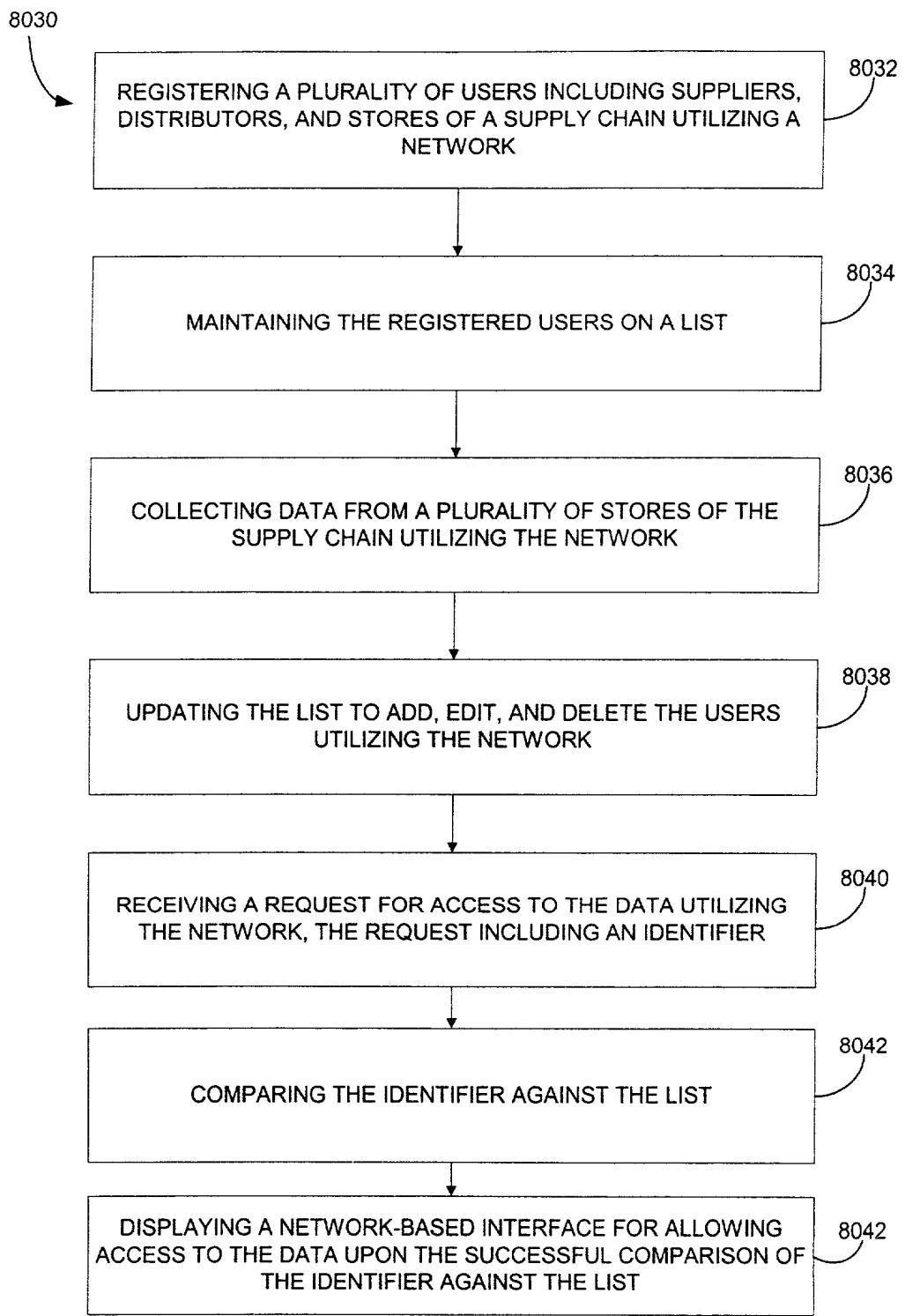


FIG. 80

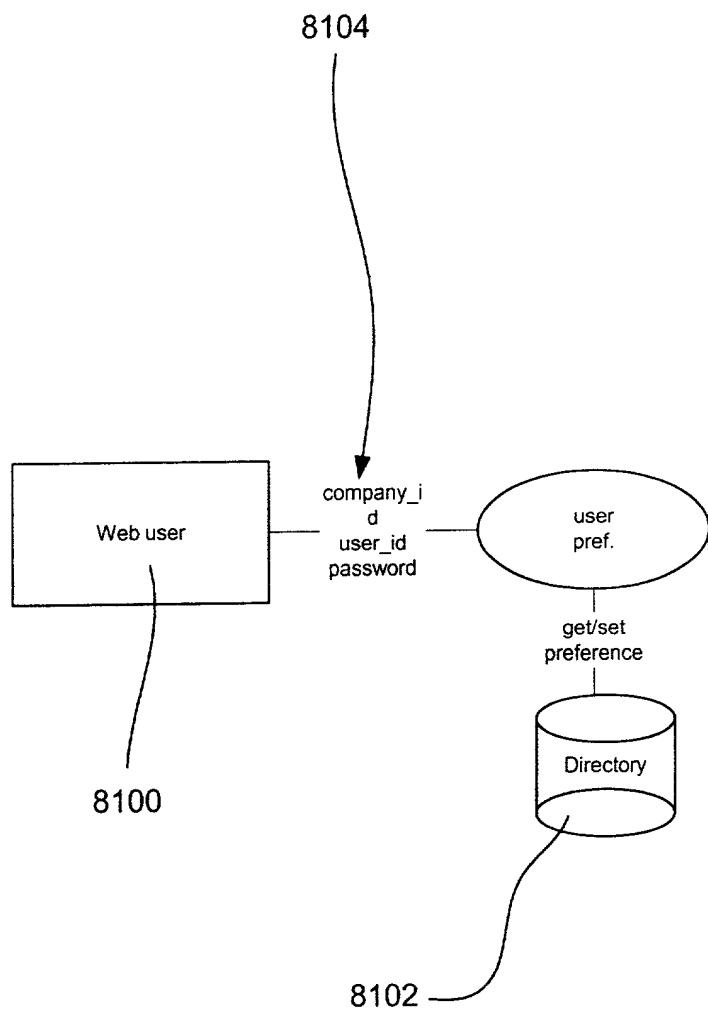


Fig. 81

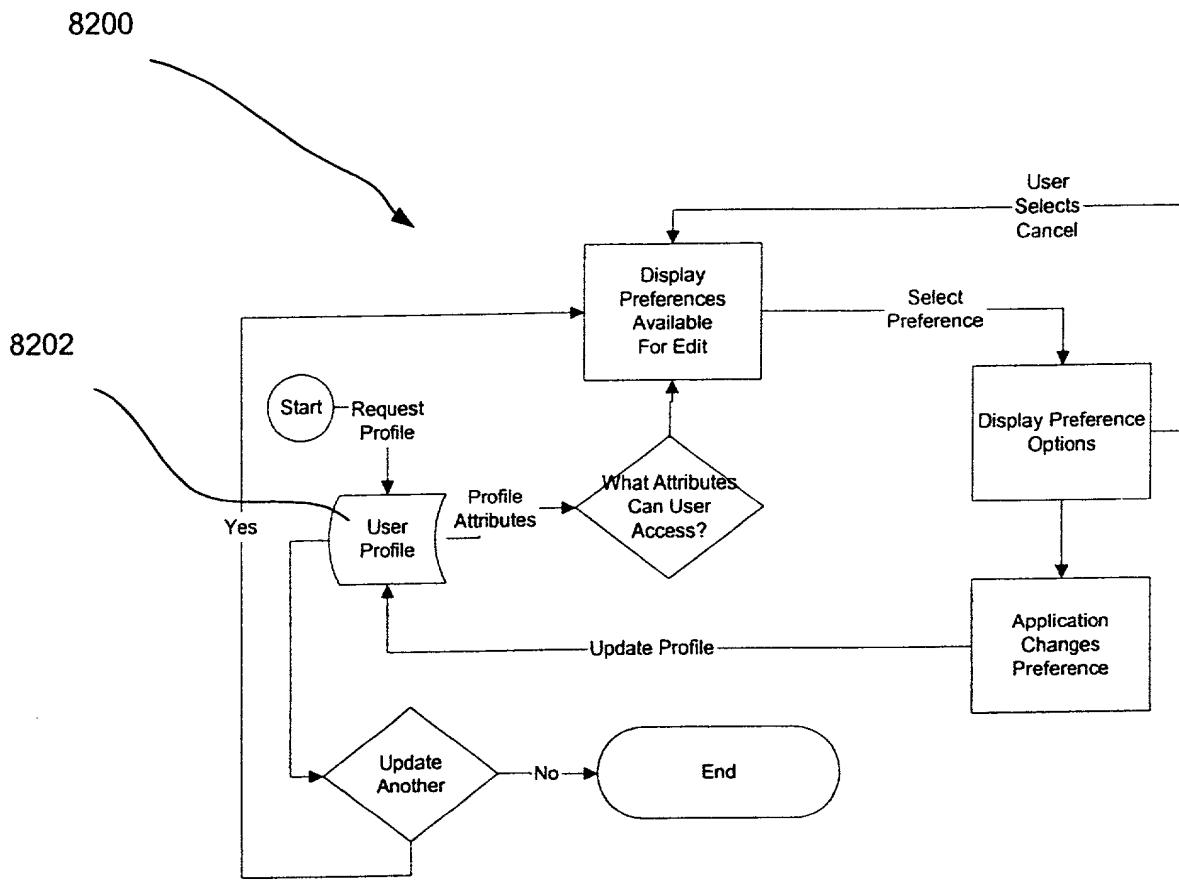


Fig. 82

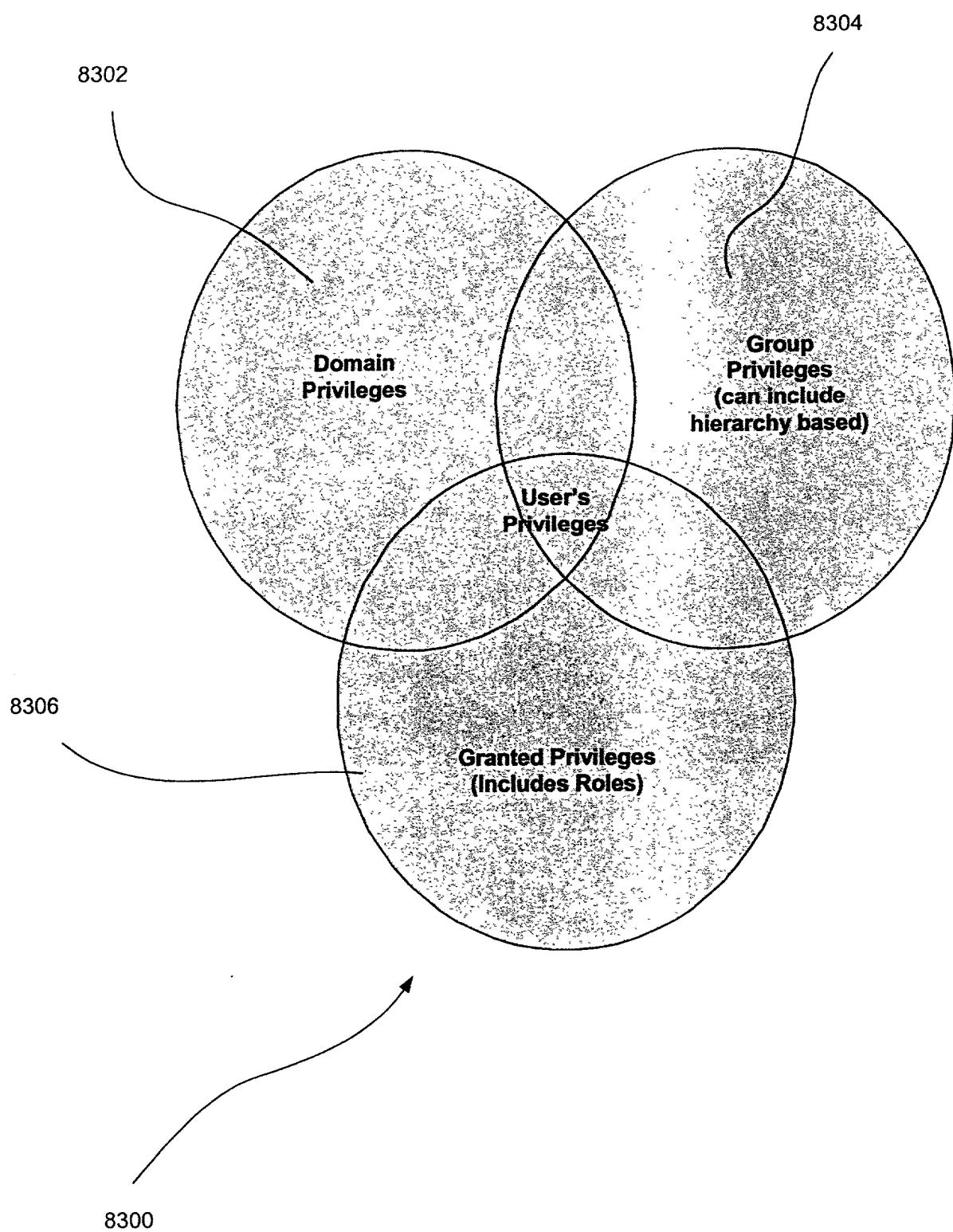


Fig. 83

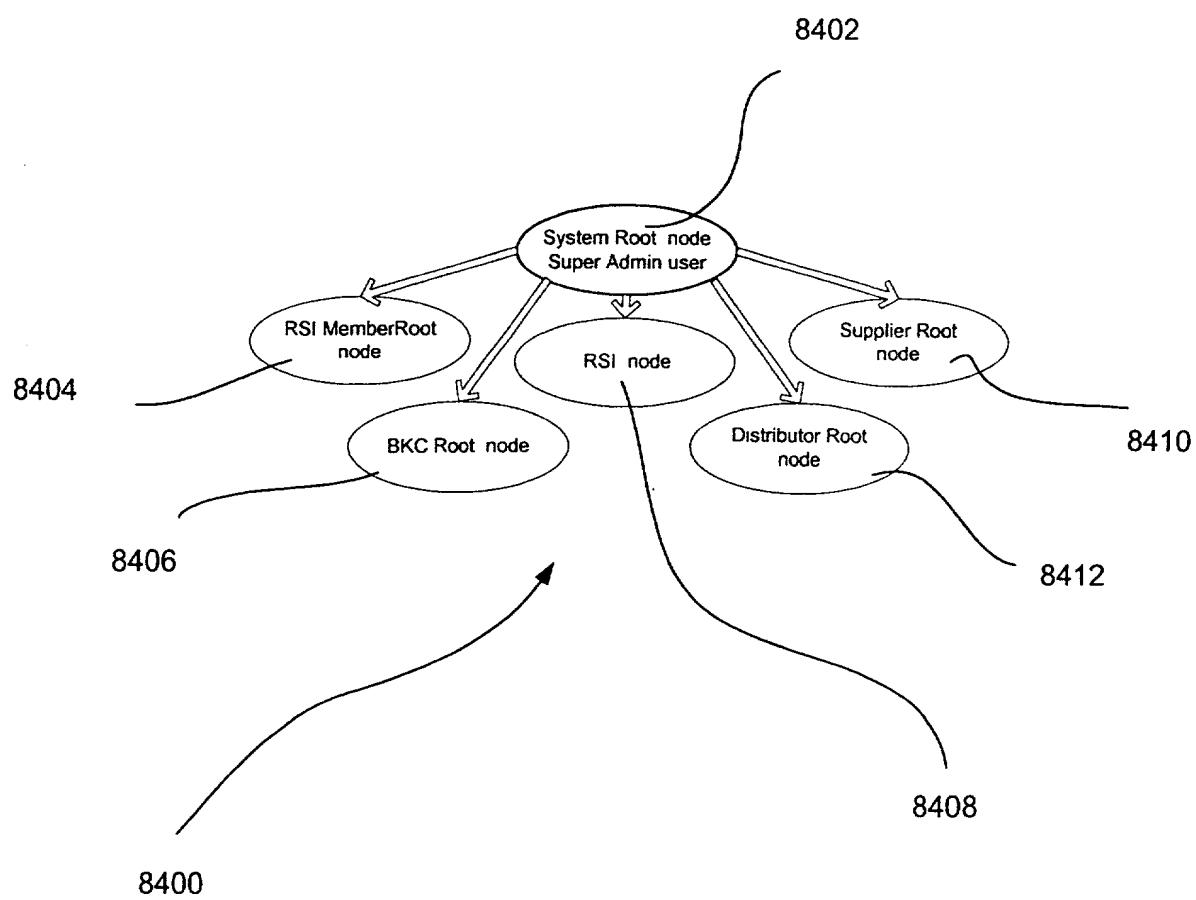


Fig. 84

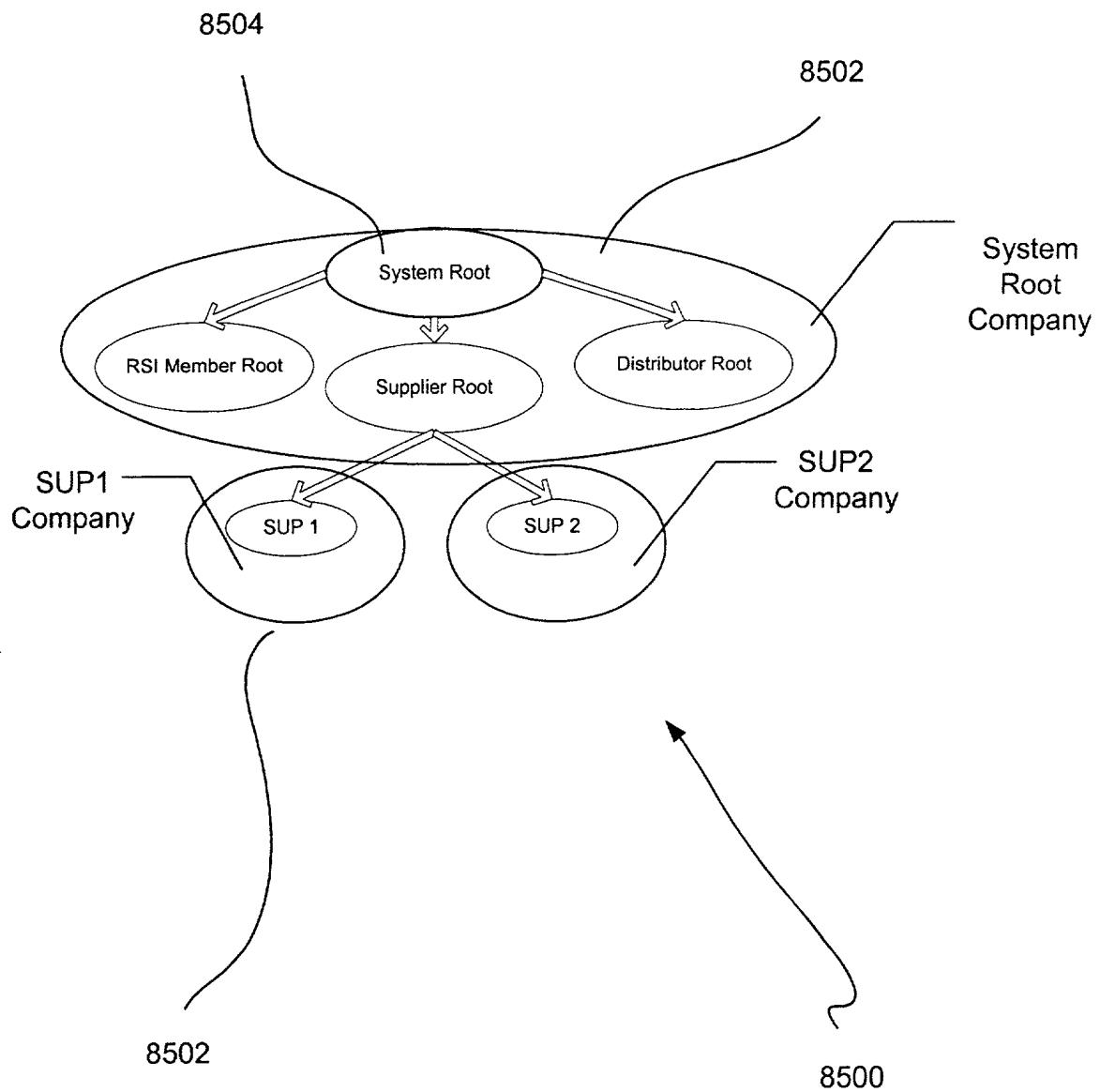


Fig. 85

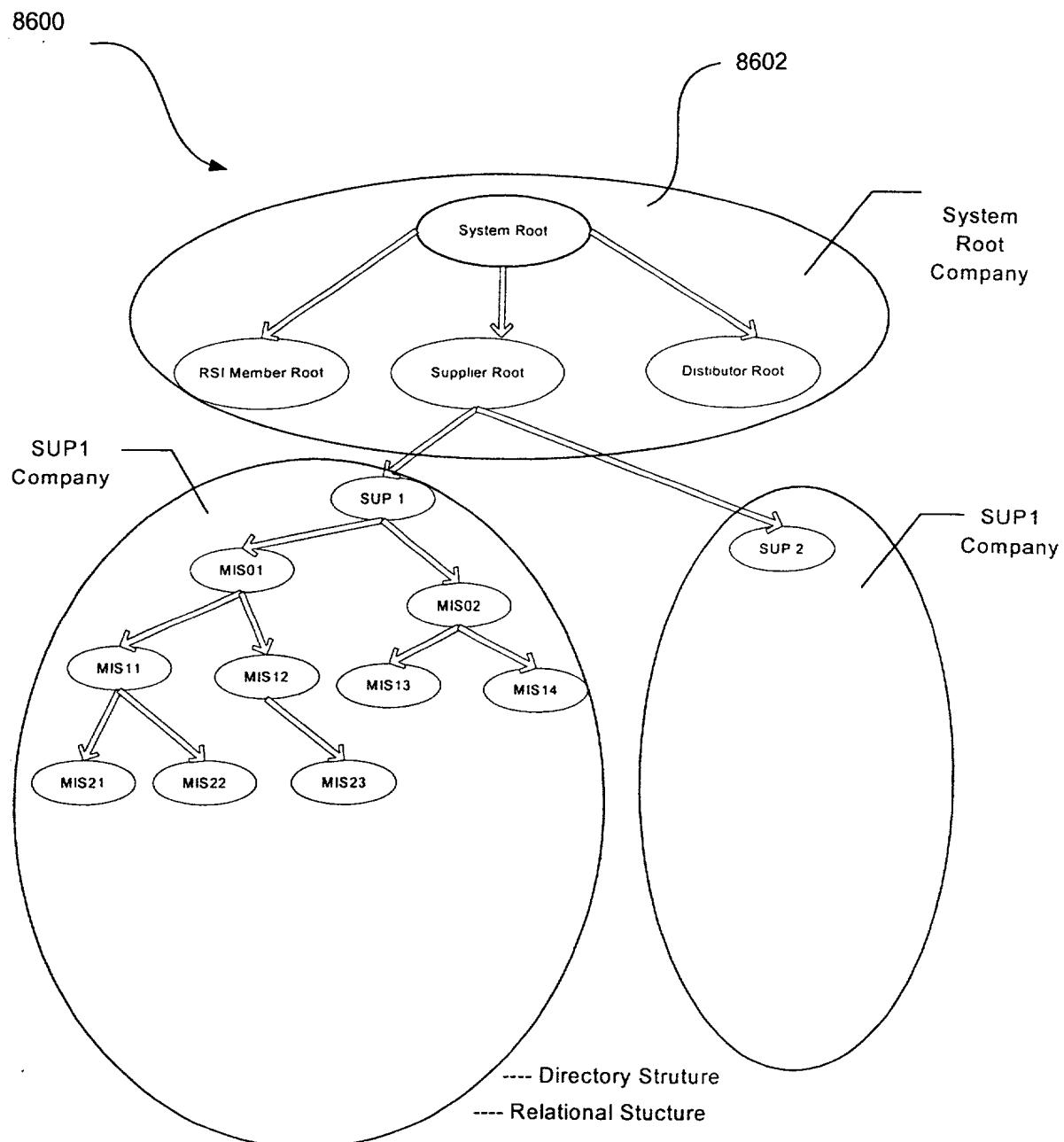


Fig. 86

8700

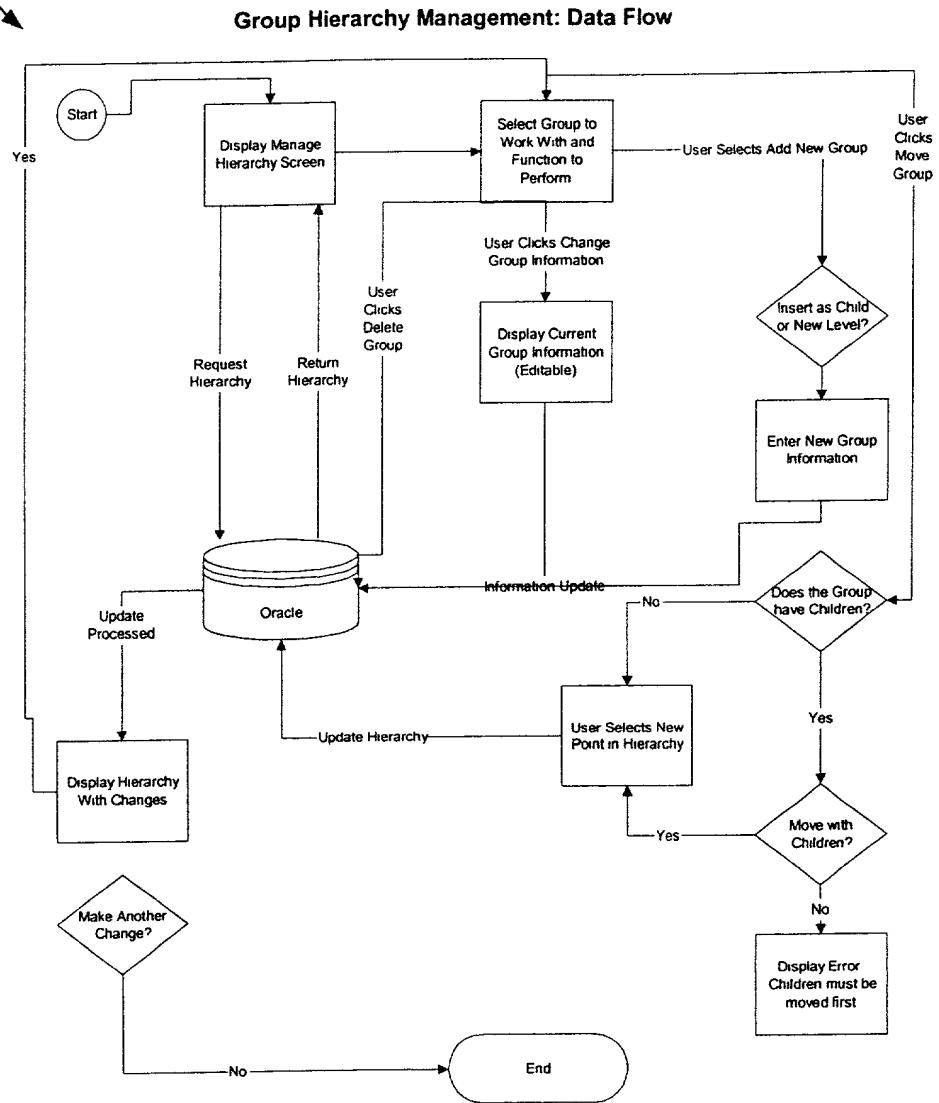


Fig. 87

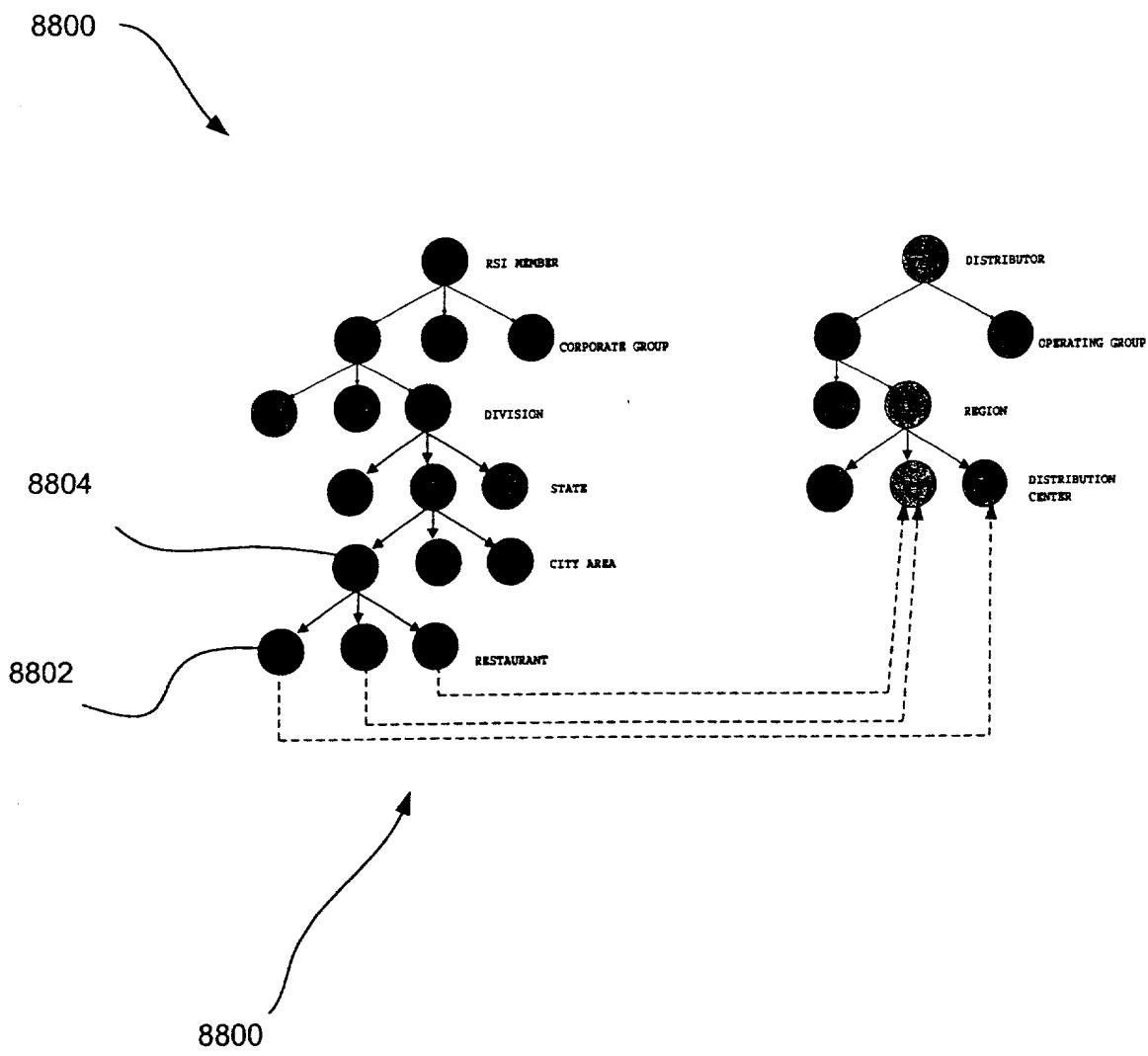


Fig. 88

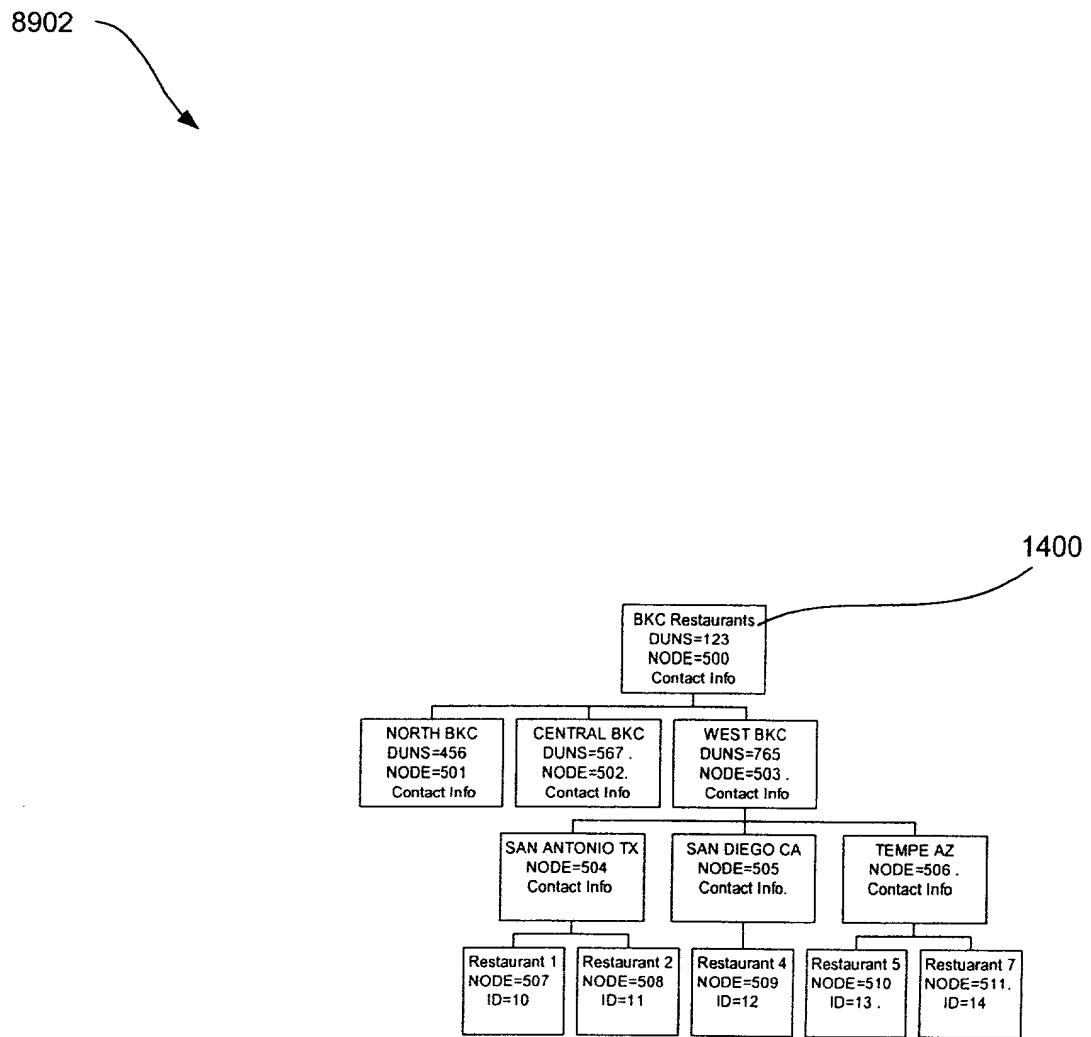


Fig. 89

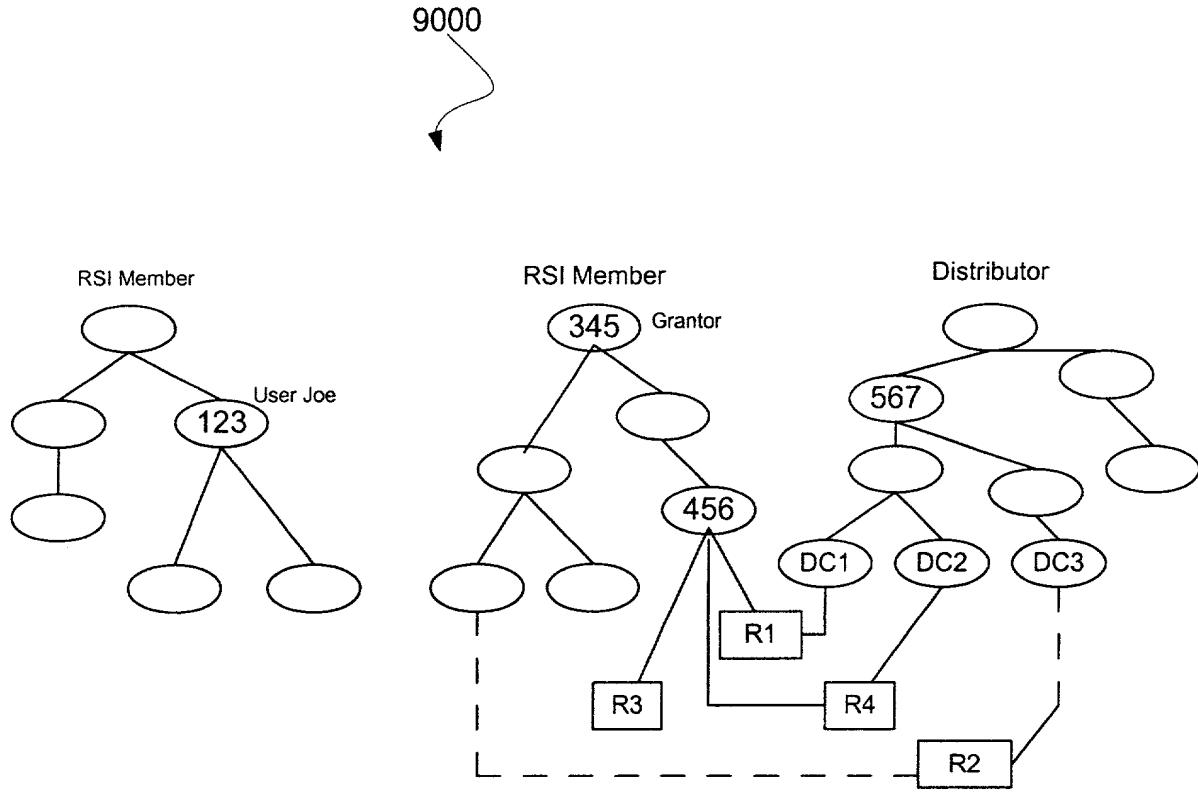


FIG. 90

9100

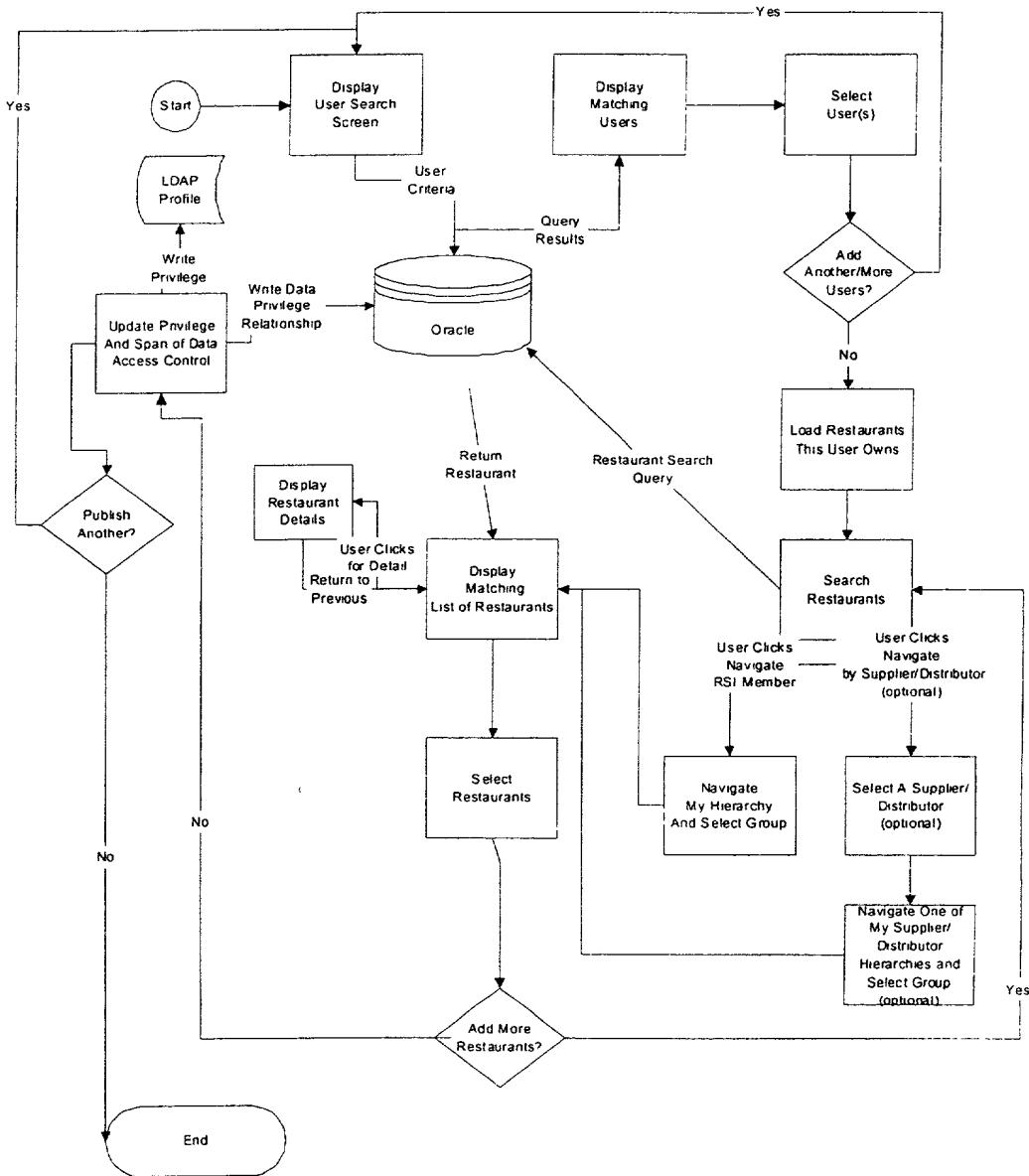


Fig. 91

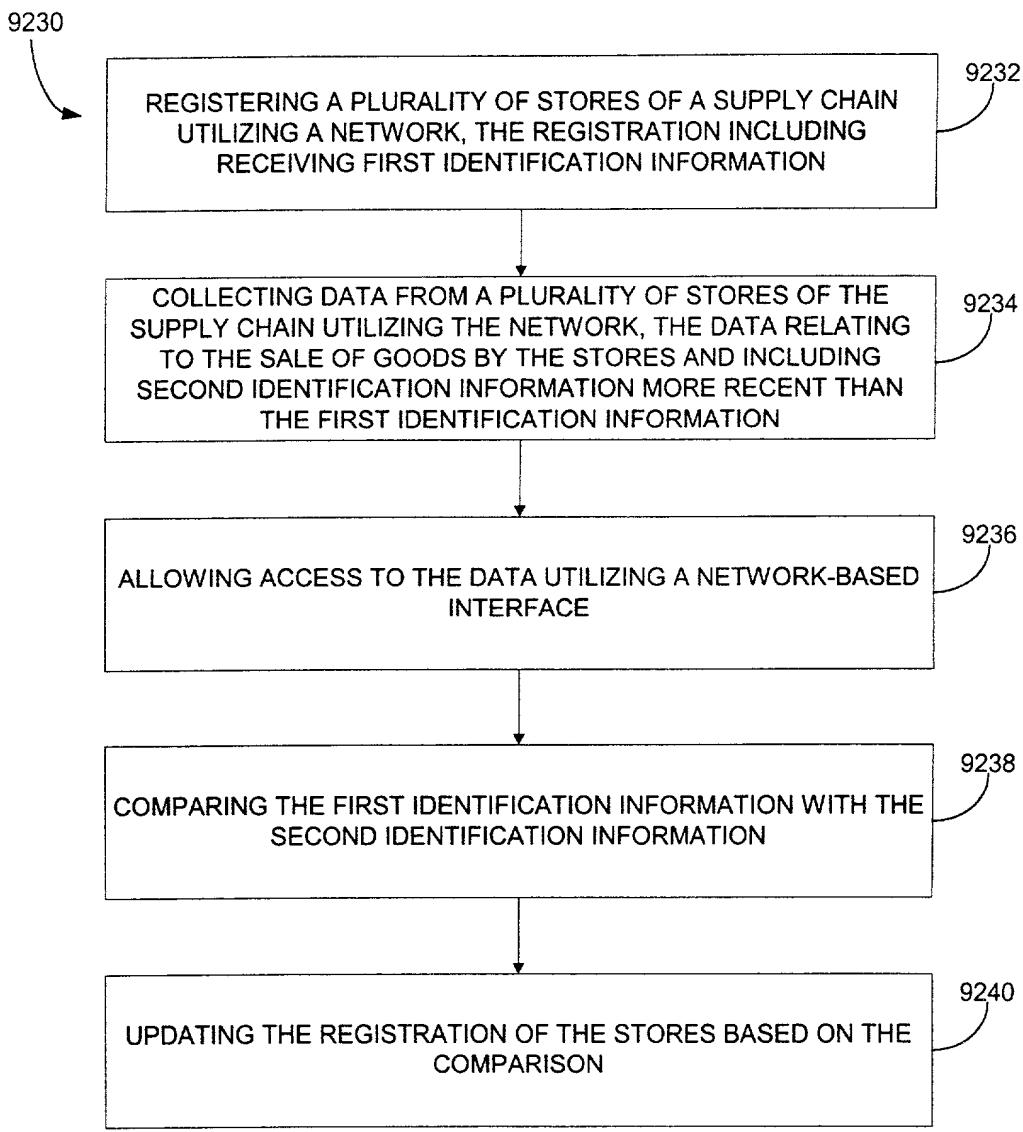


FIG. 92

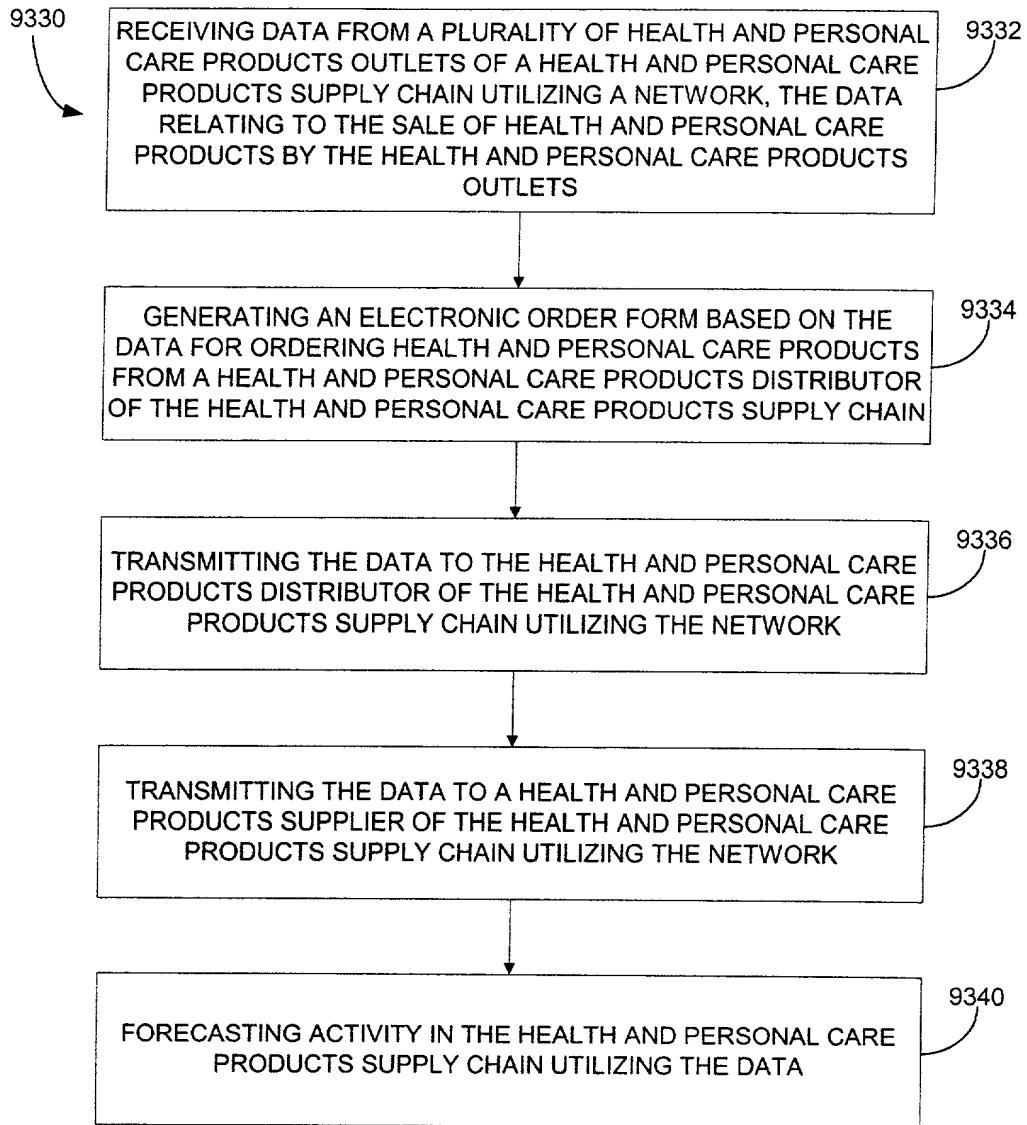


FIG. 93

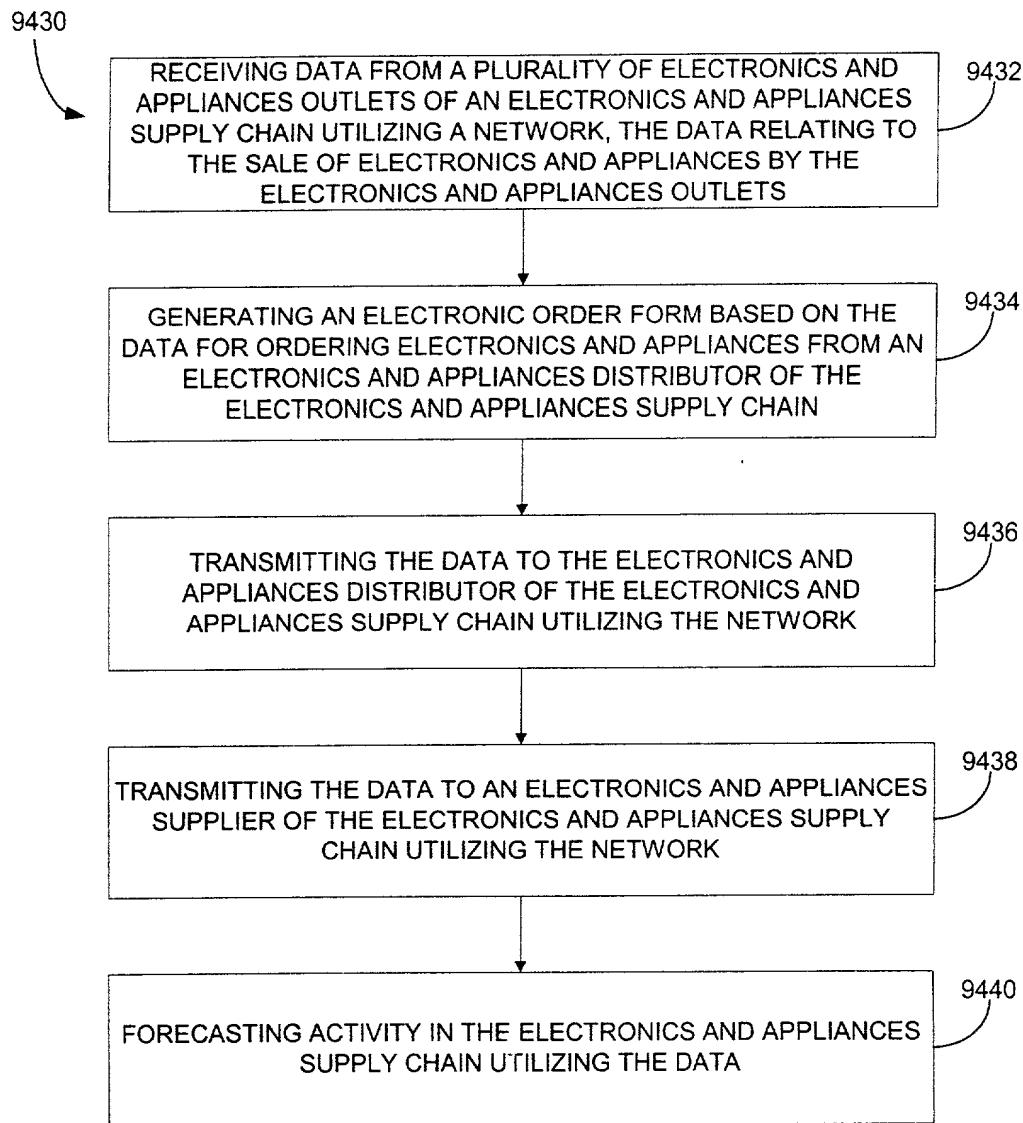


FIG. 94

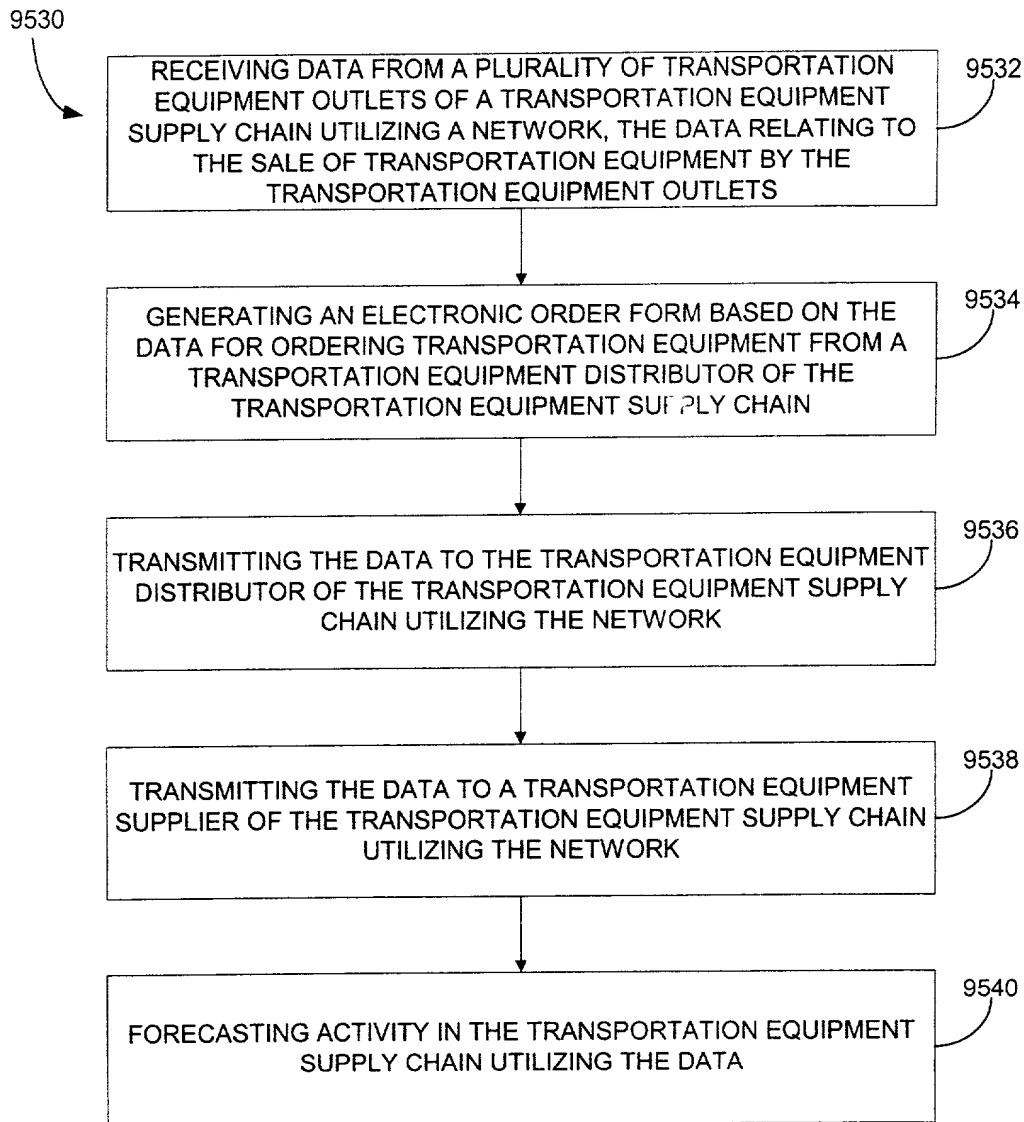


FIG. 95

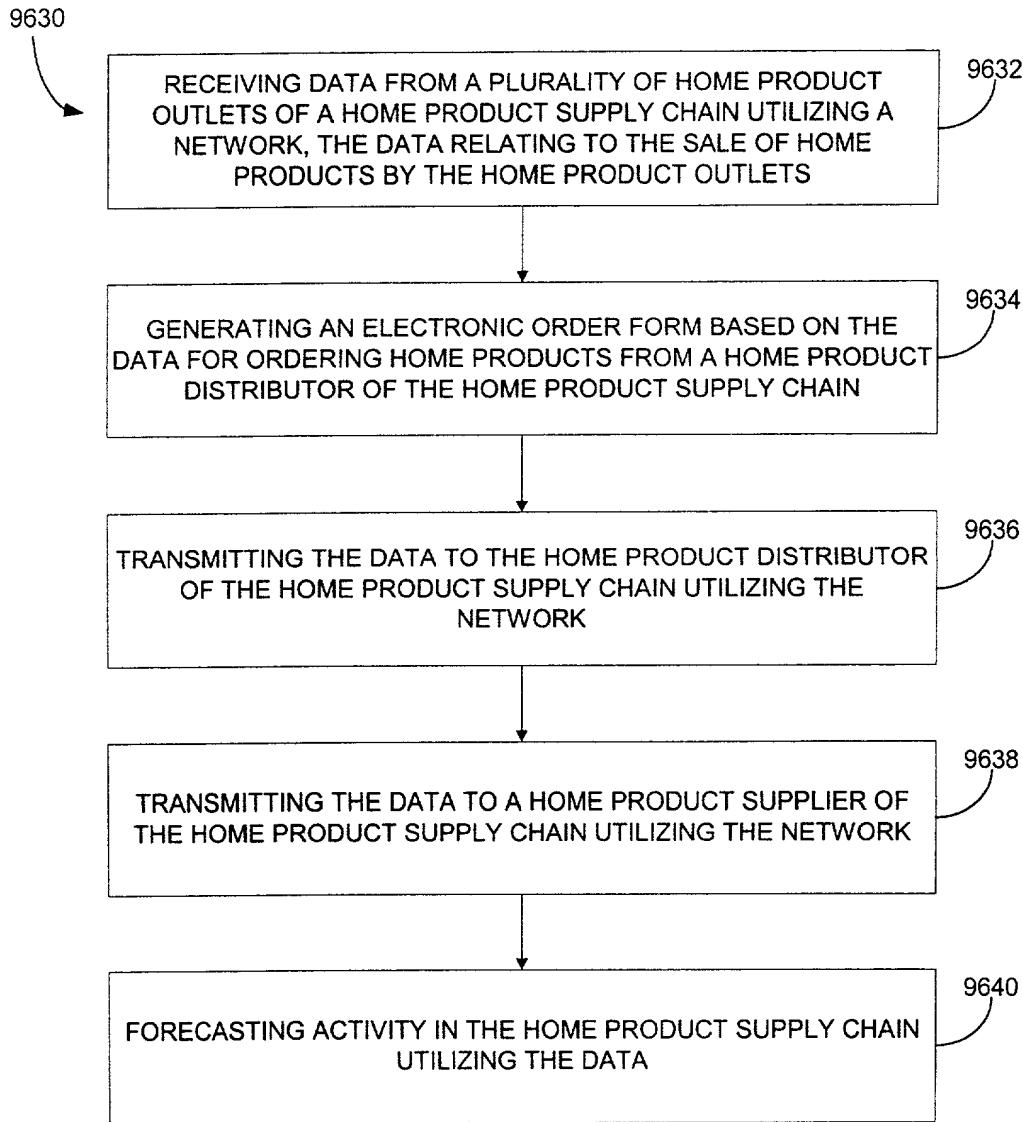


FIG. 96

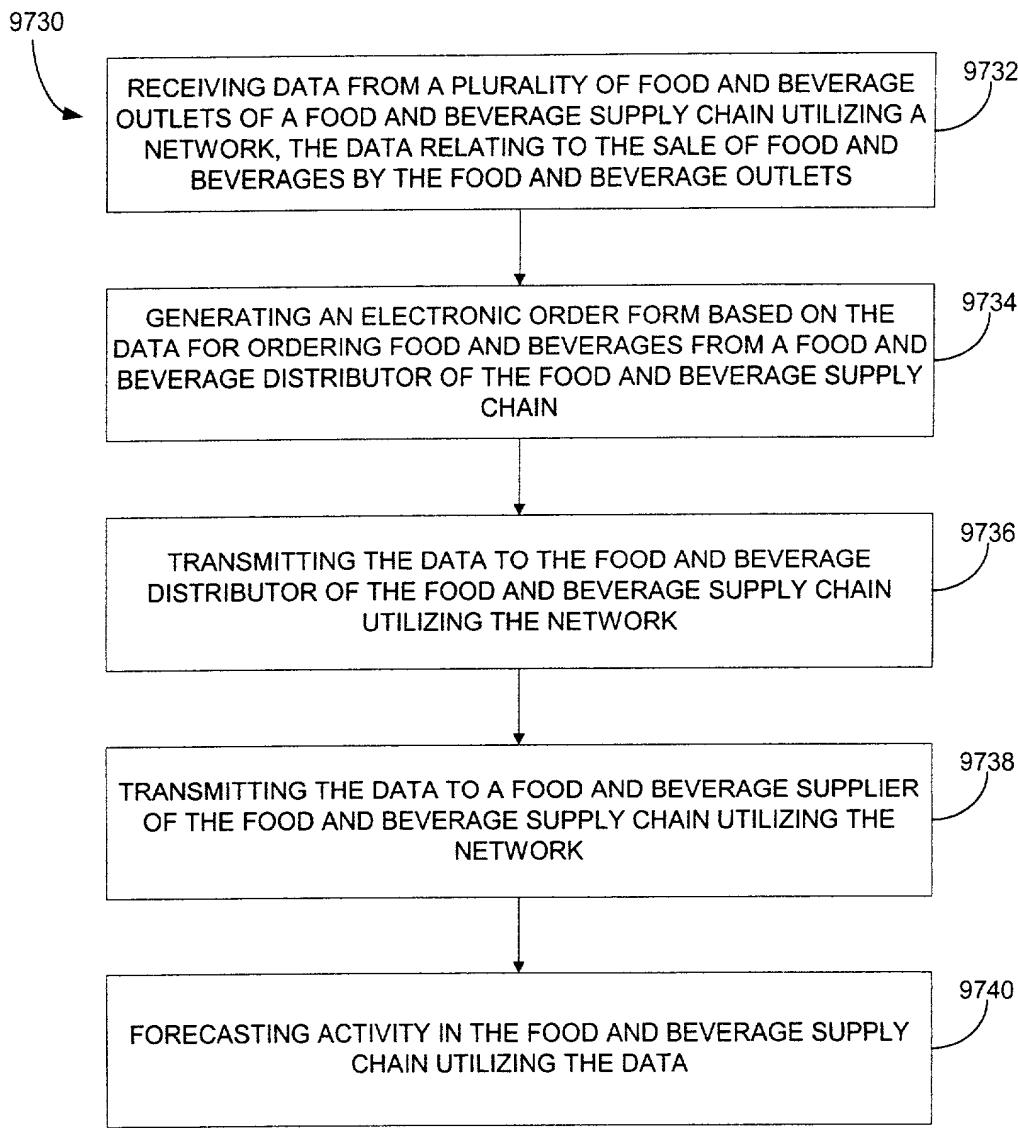


FIG. 97

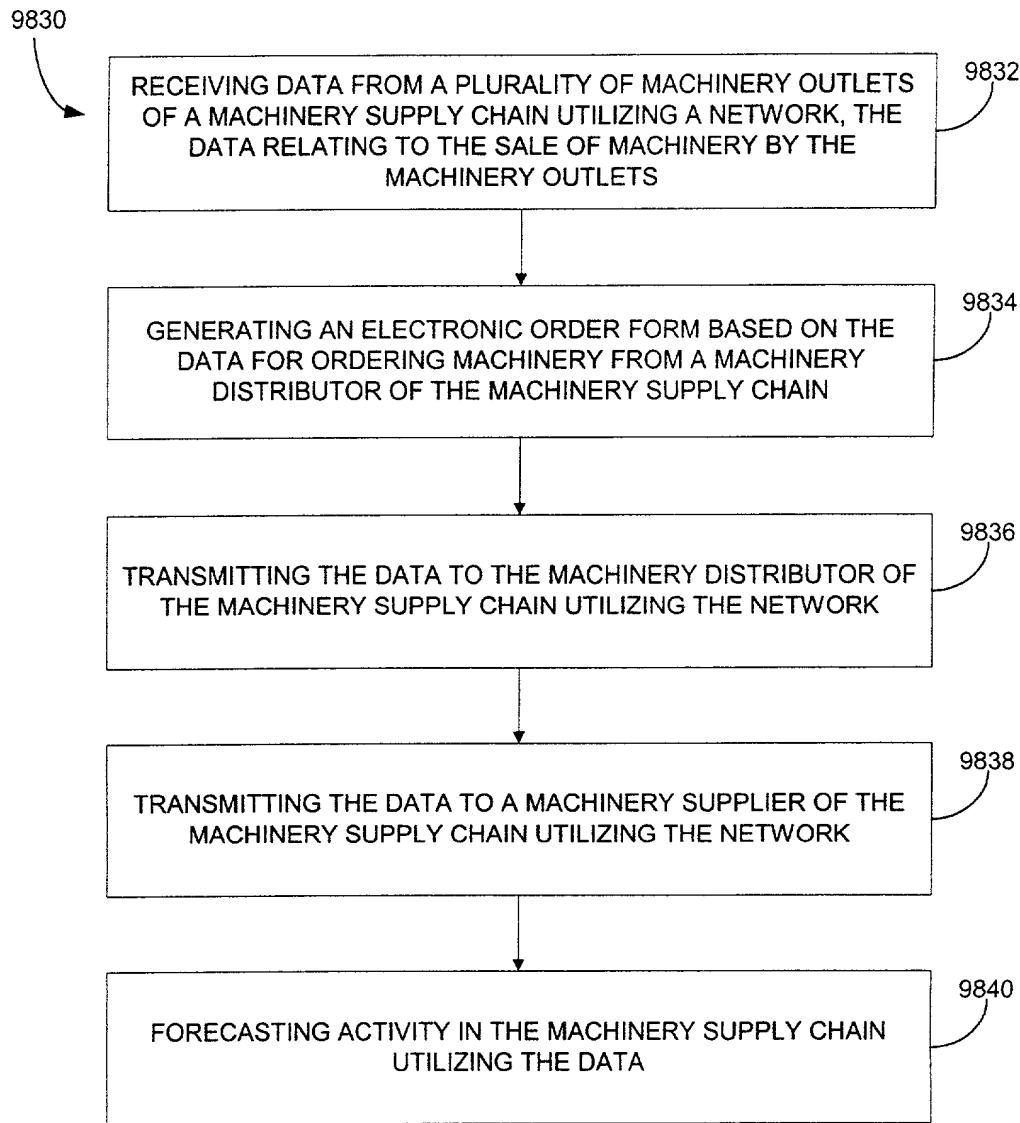


FIG. 98

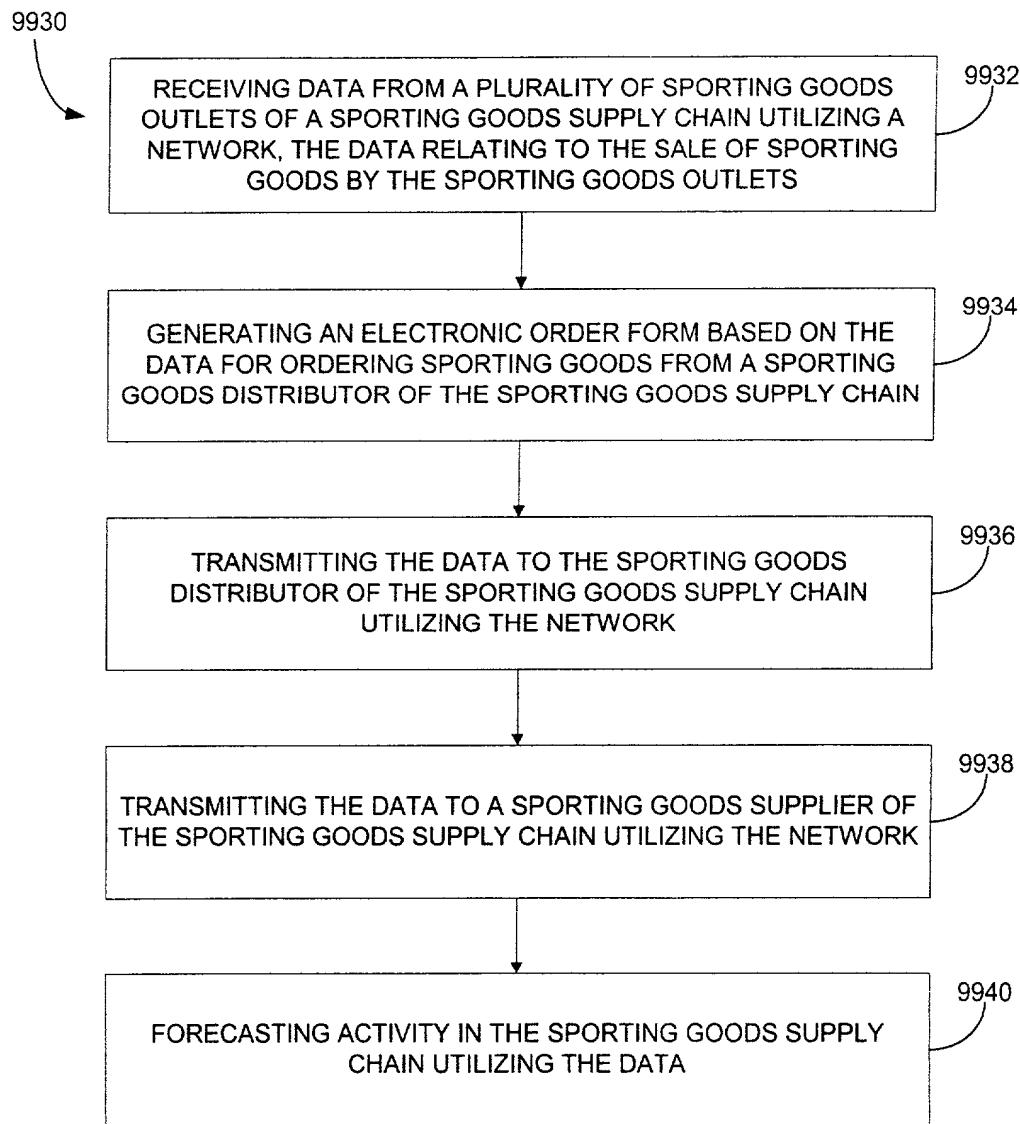


FIG. 99

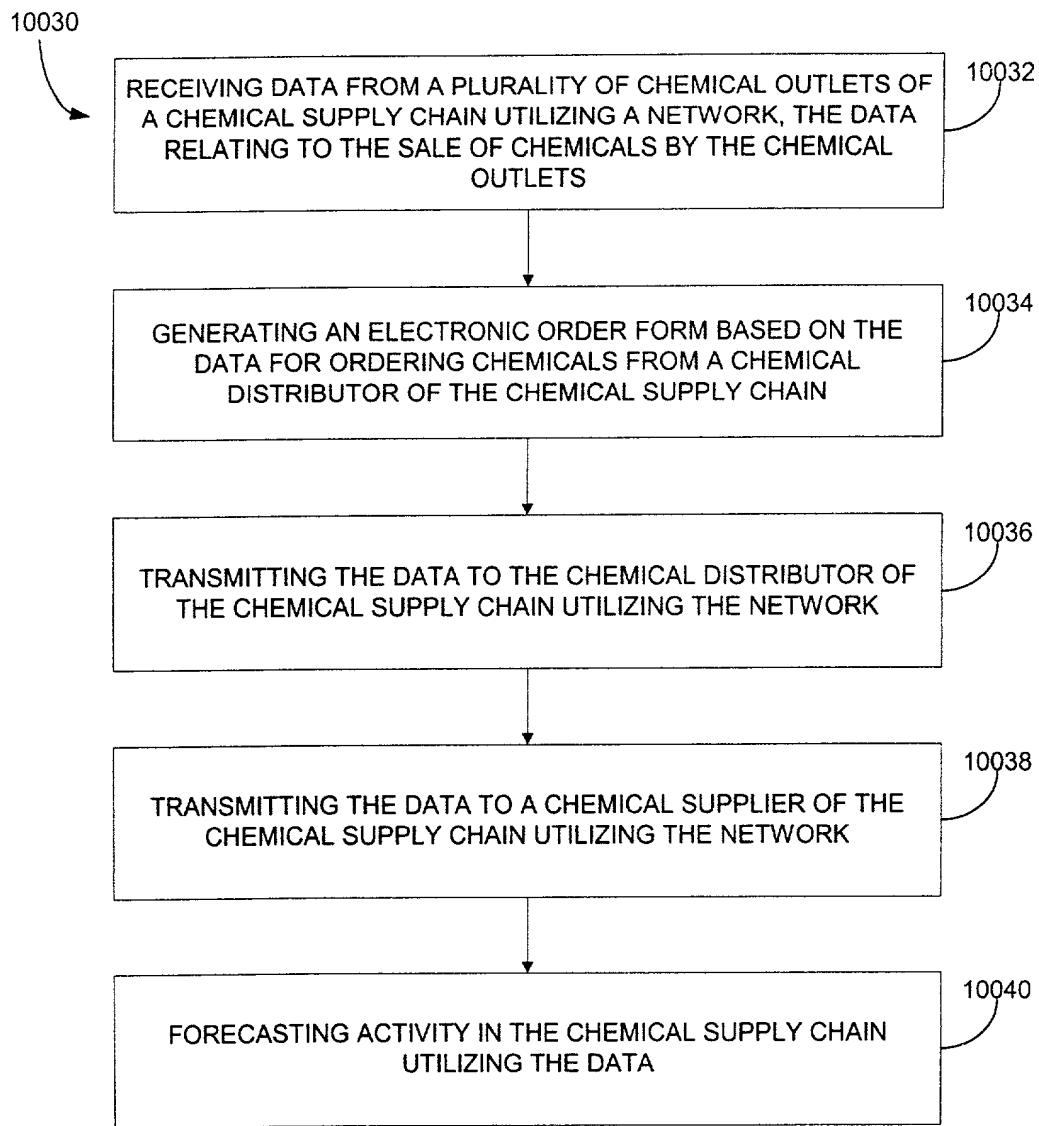


FIG. 100

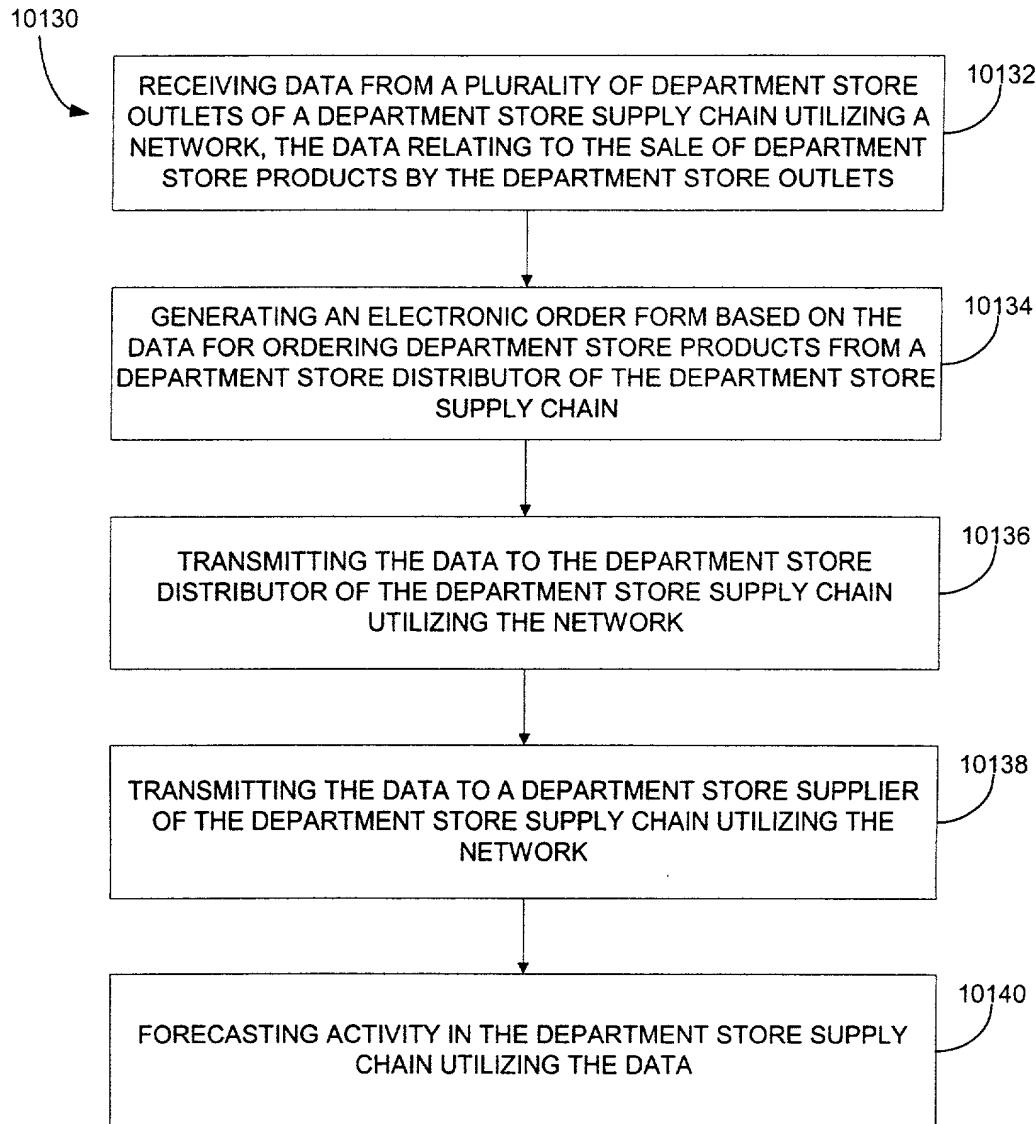


FIG. 101

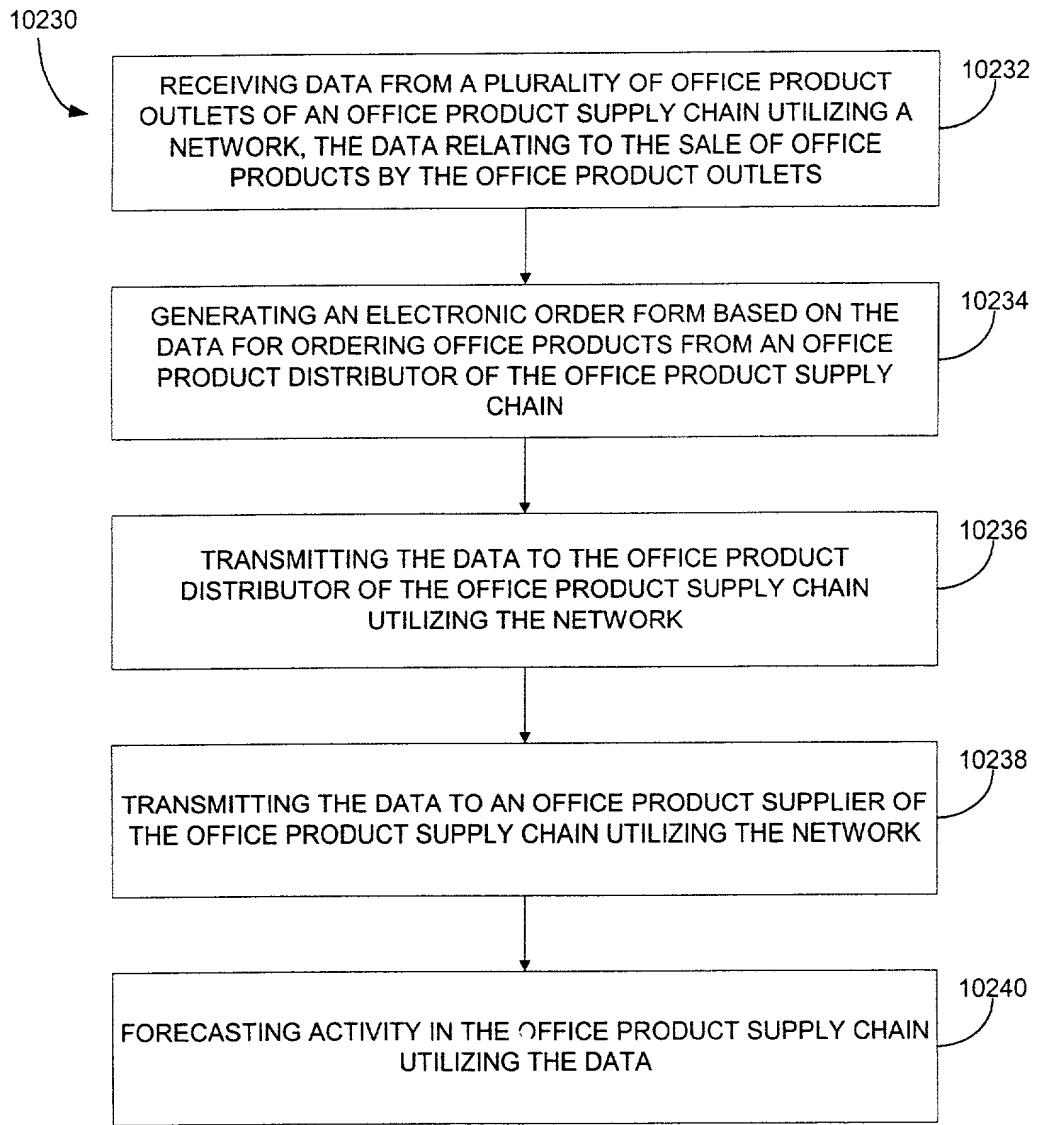


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING BOOKS FROM A BOOK
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN
UTILIZING THE DATA

10270

FIG. 102B

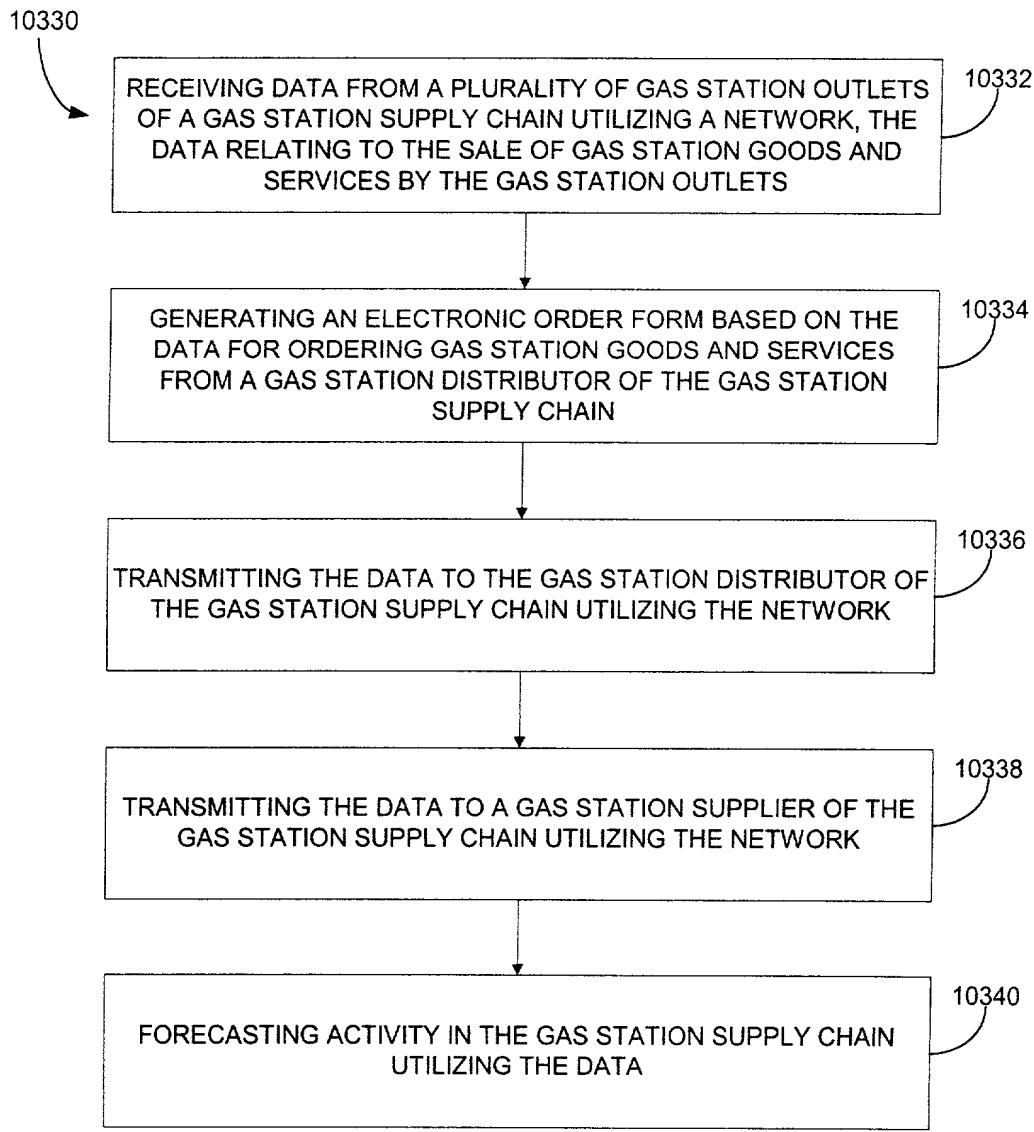


FIG. 103

10 11 12 13 14 15 16 17 18 19 20

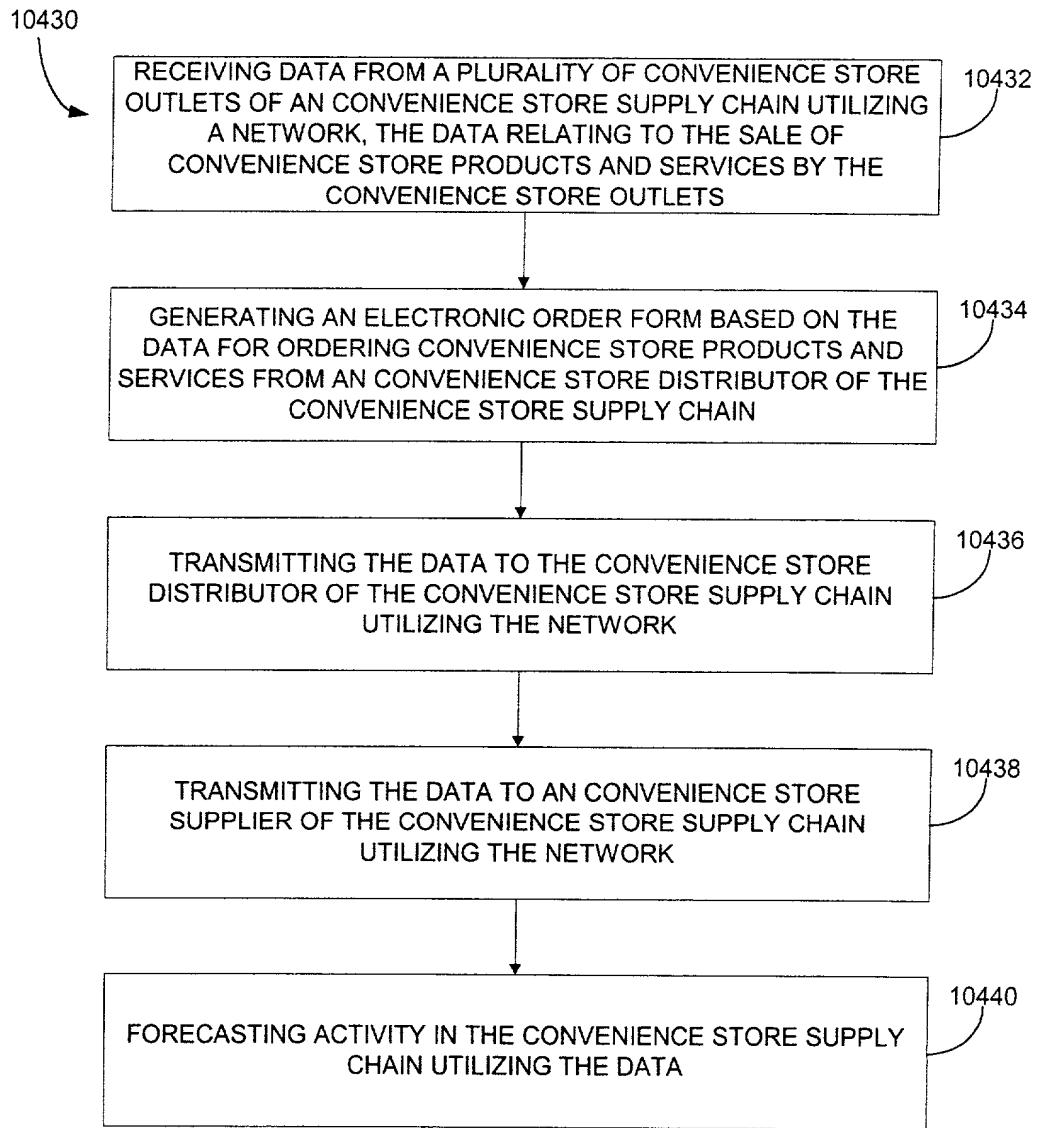


FIG. 104A

10460
10462
10464
10466
10468
10470

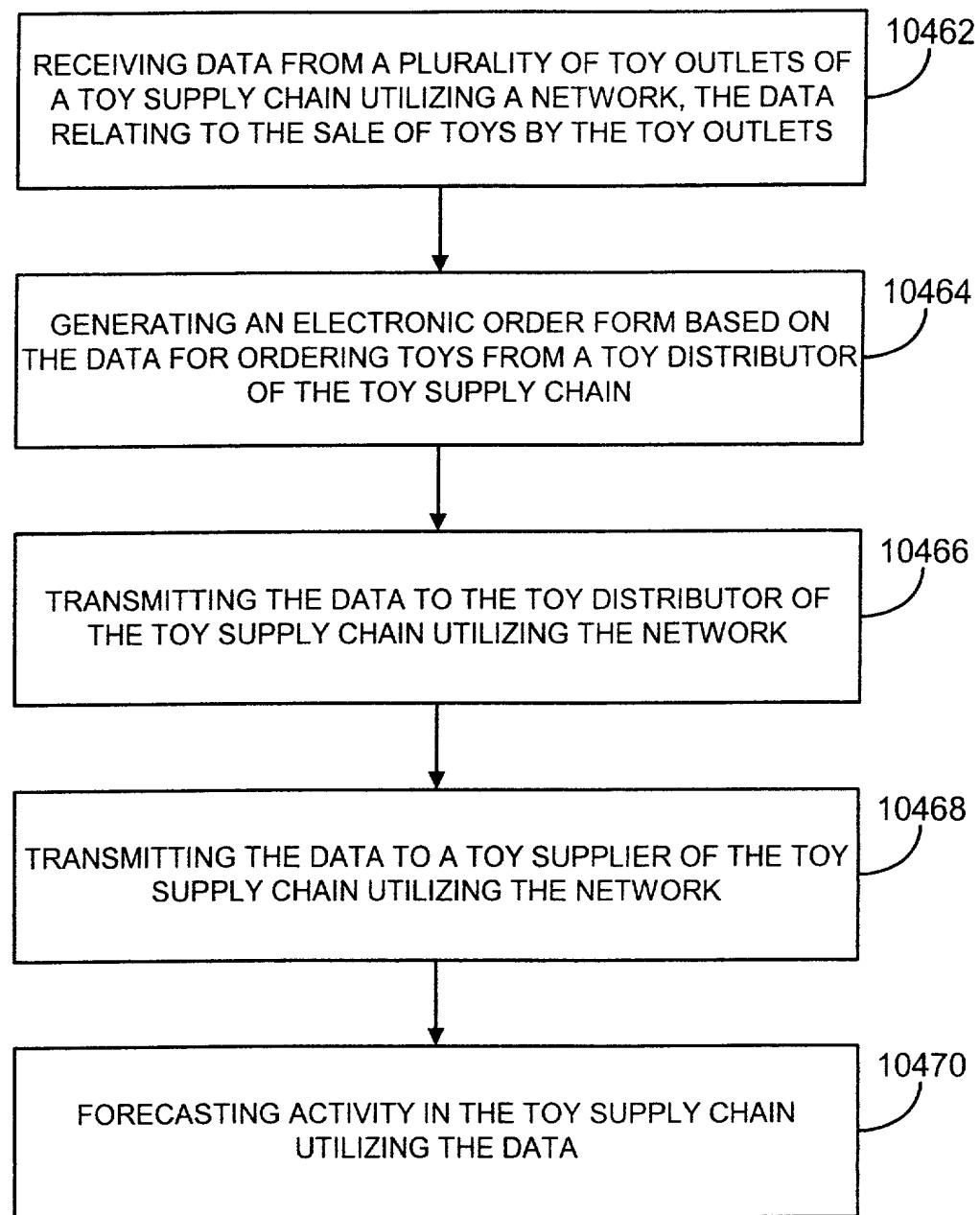


FIG. 104B

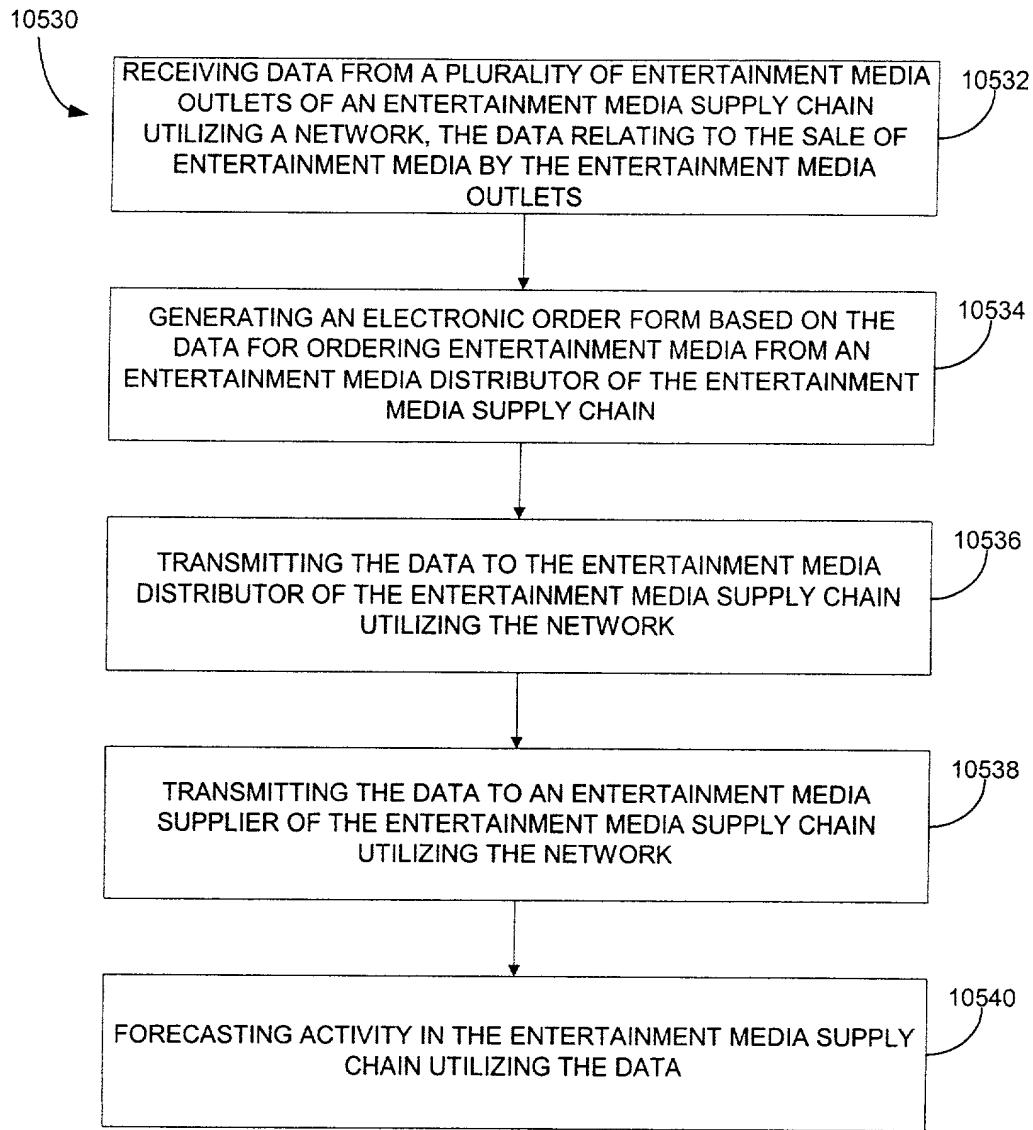


FIG. 105

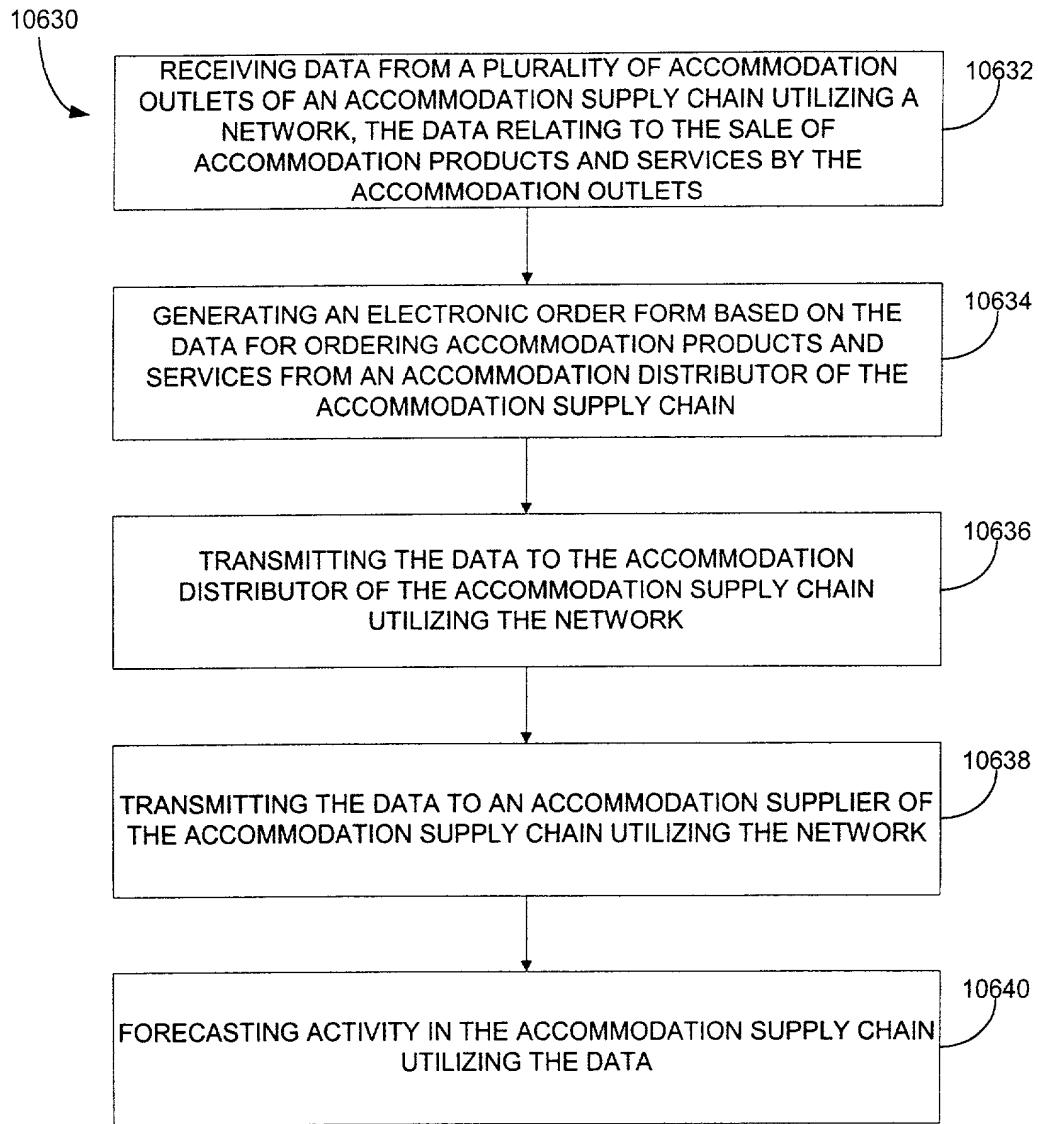


FIG. 106

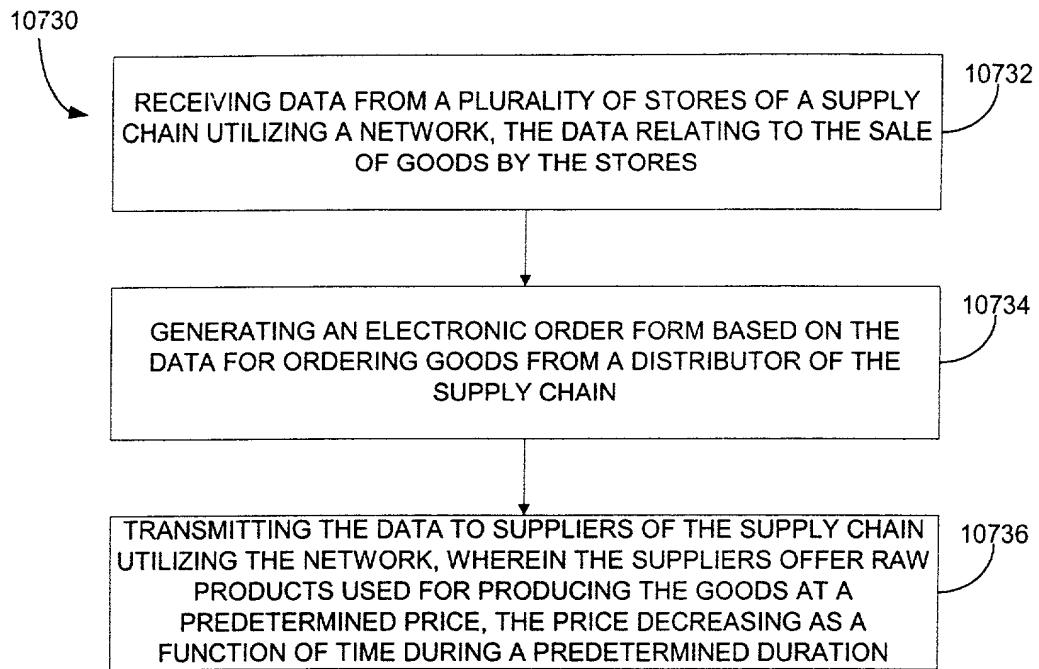


FIG. 107

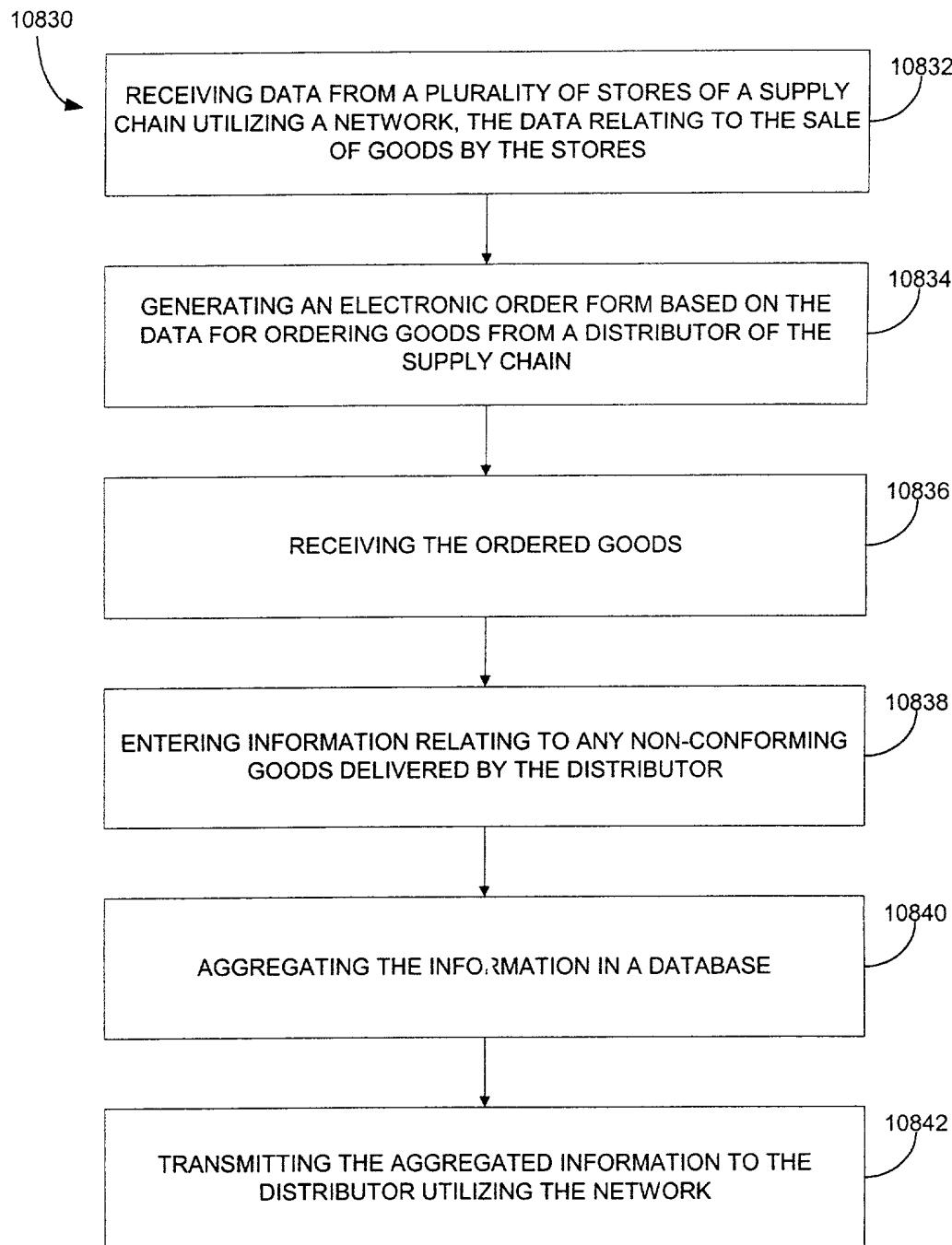


FIG. 108

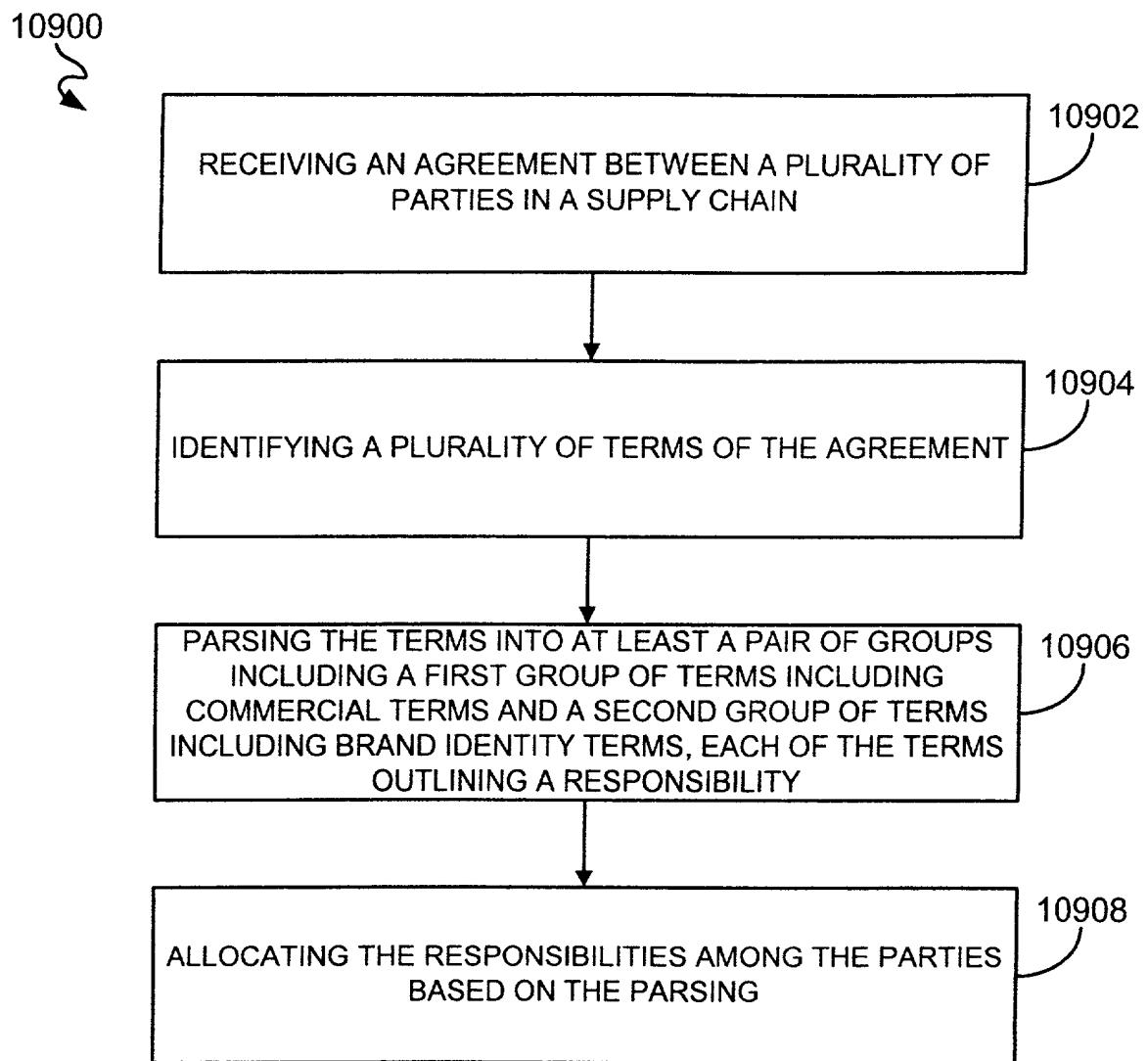


FIG. 109

11000

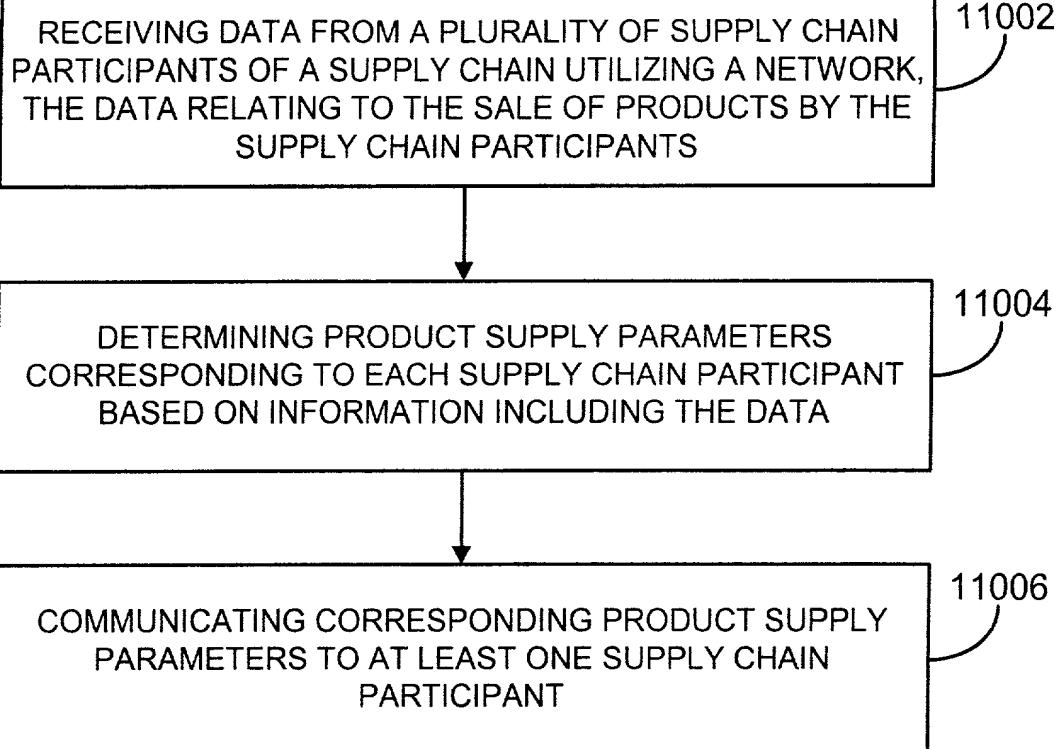


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

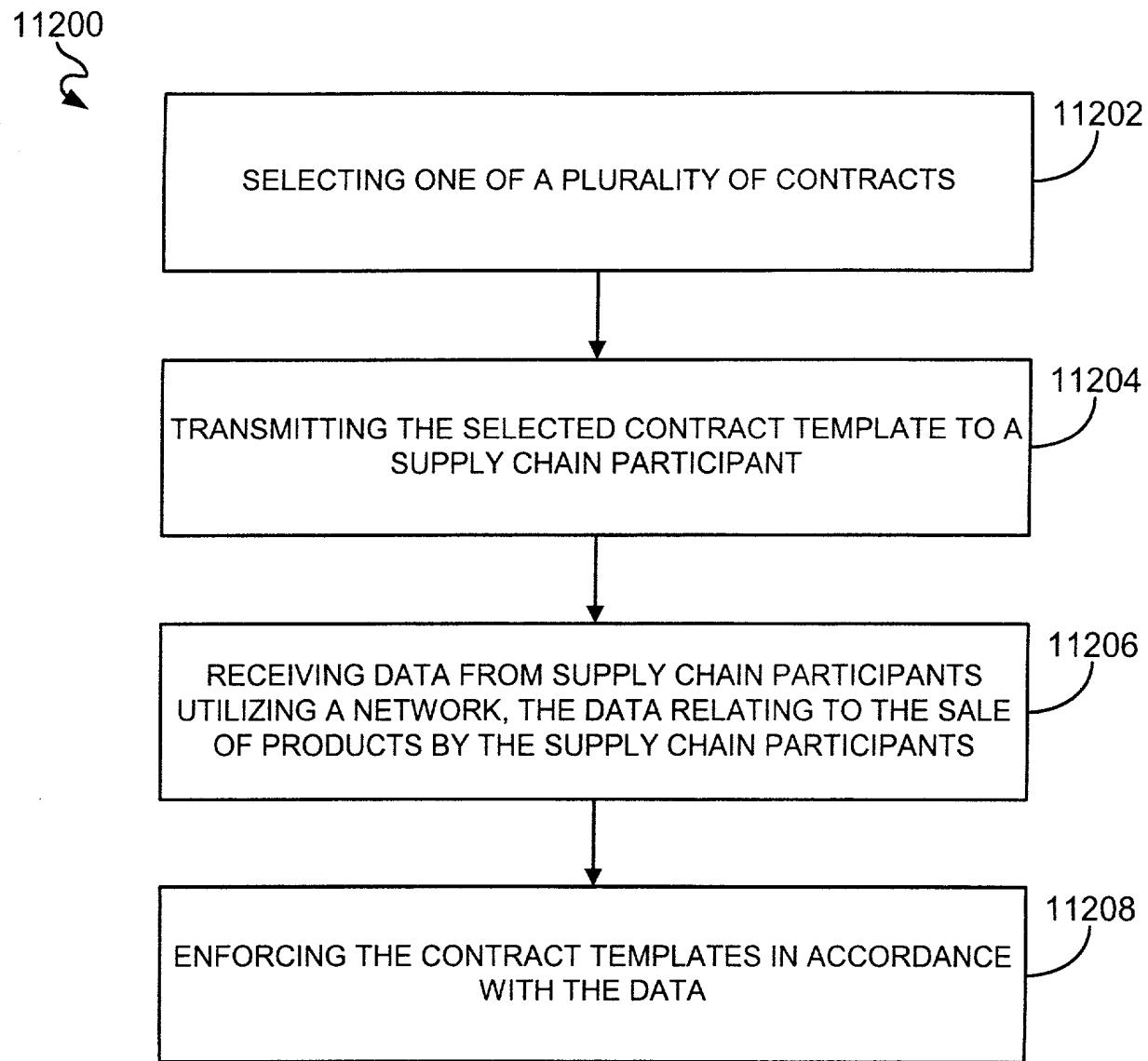


FIG. 112

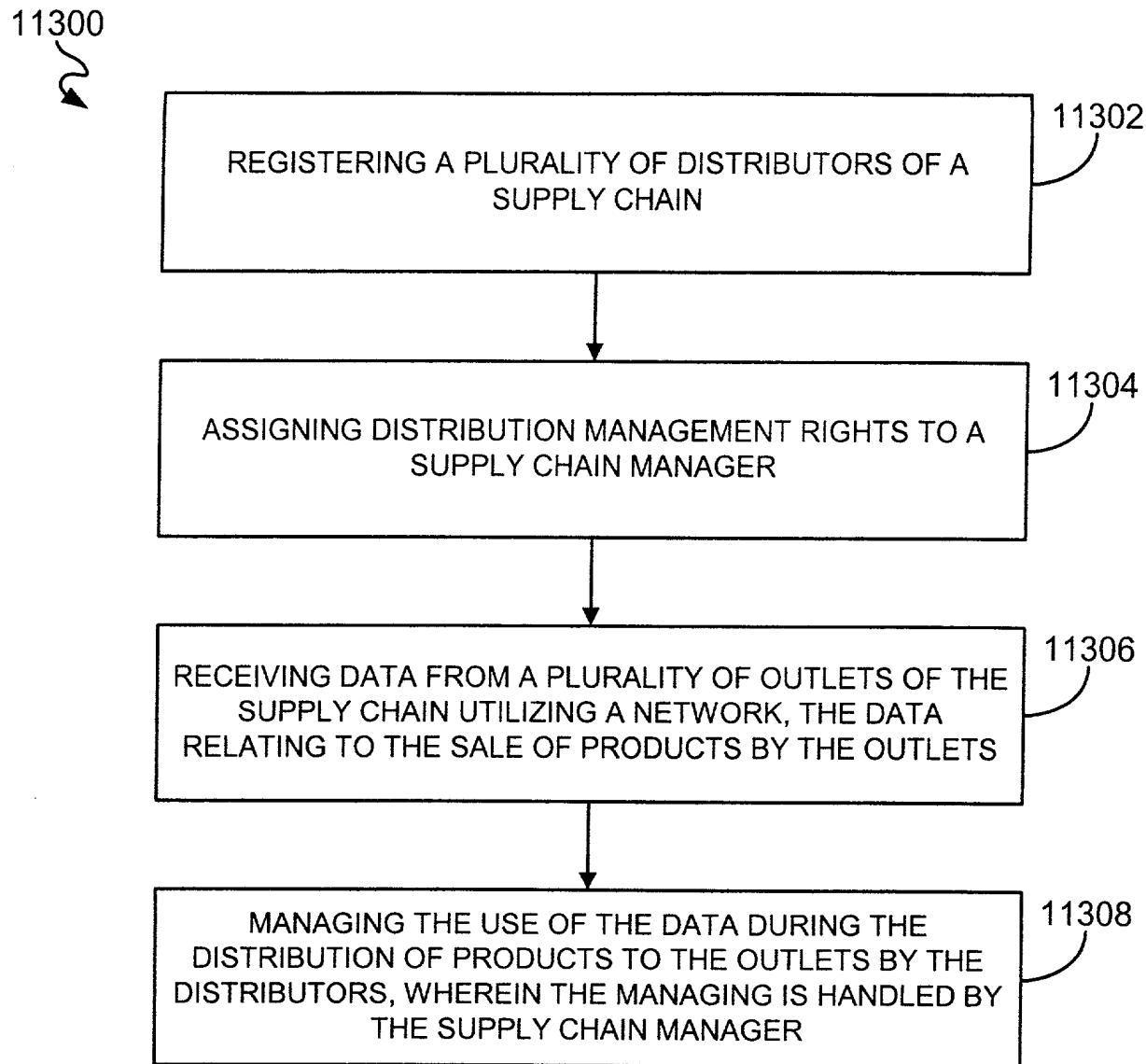


FIG. 113

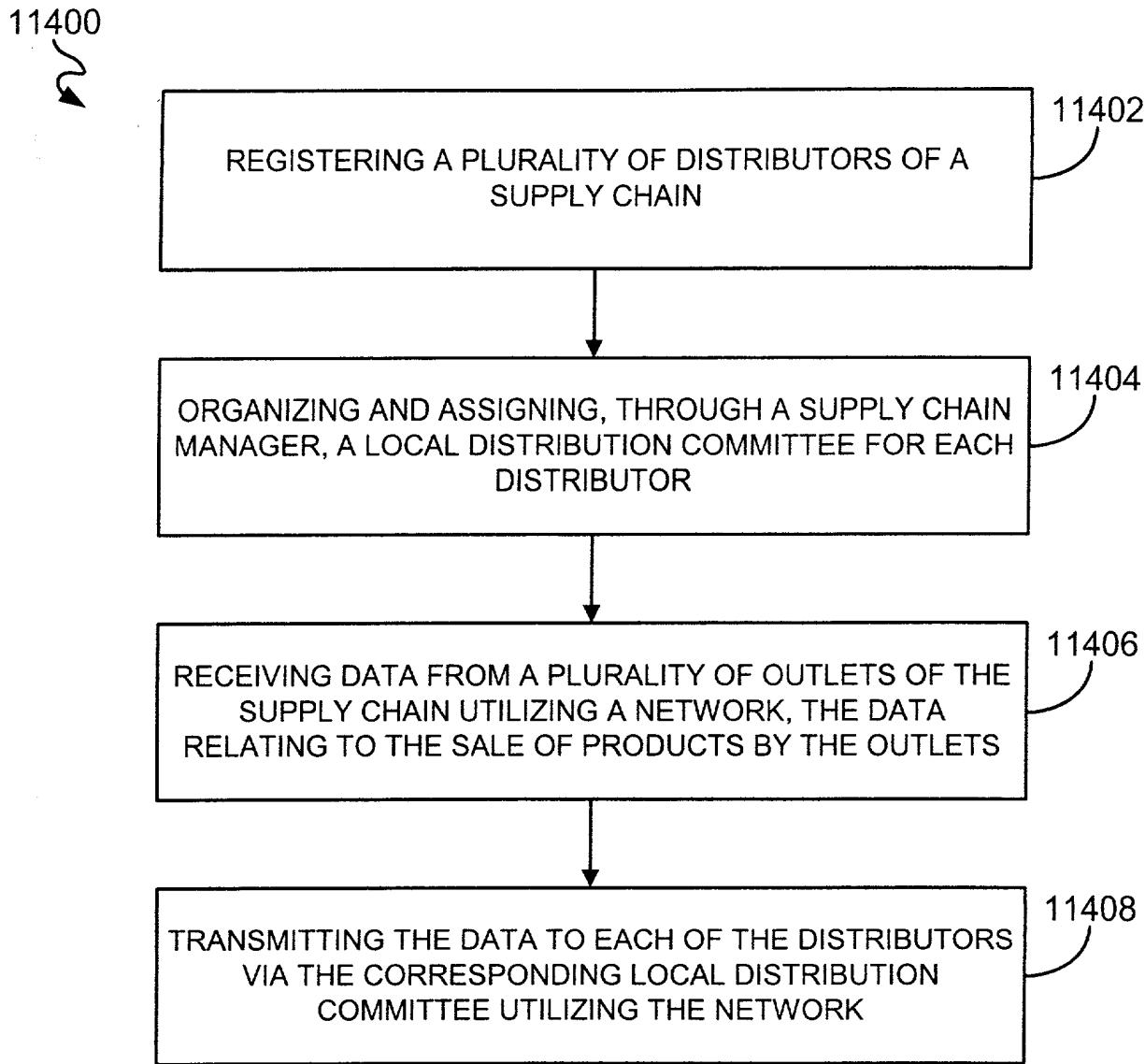


FIG. 114

11500
11502
11504
11506
11508
11510
11512

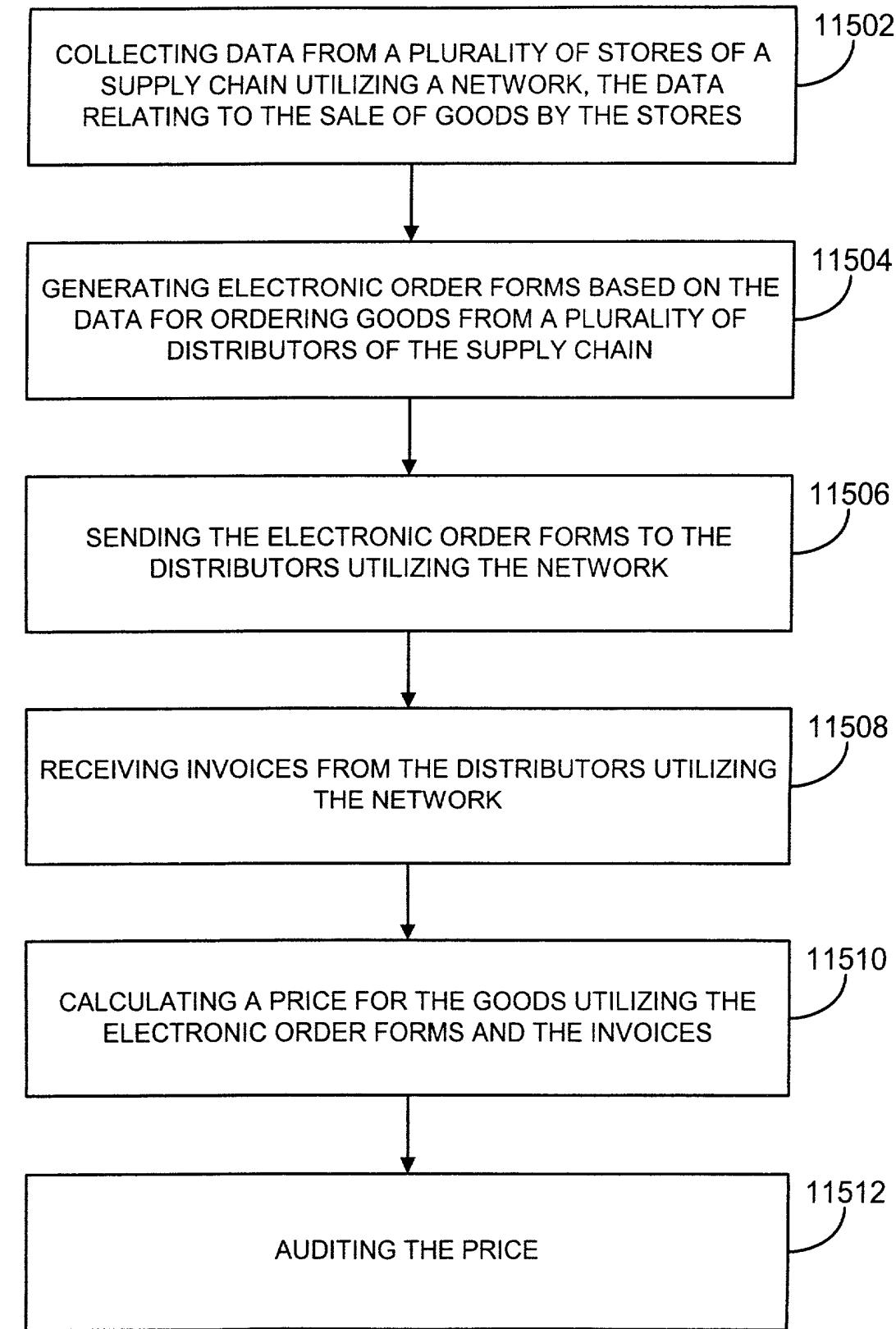


FIG. 115

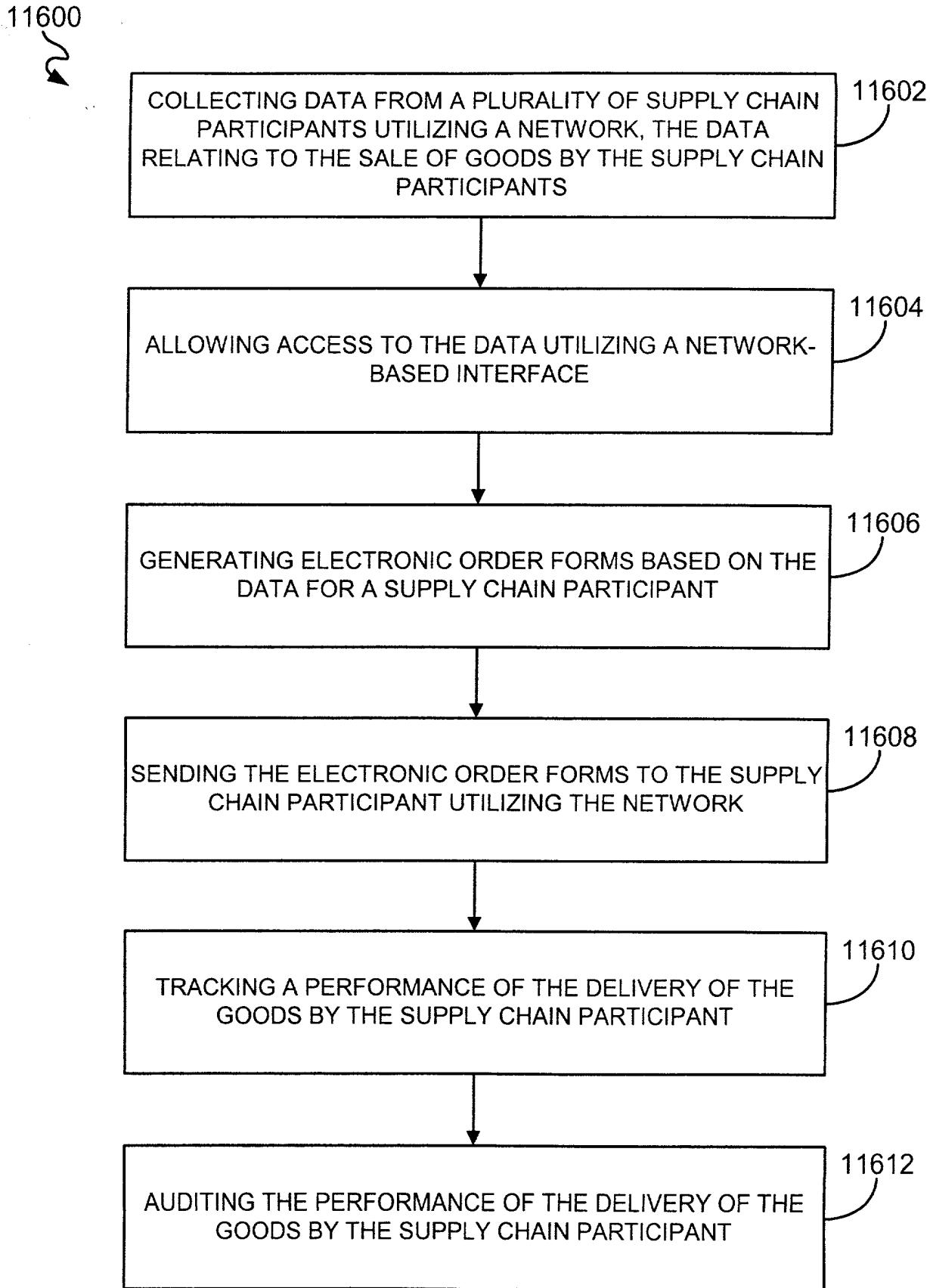


FIG. 116

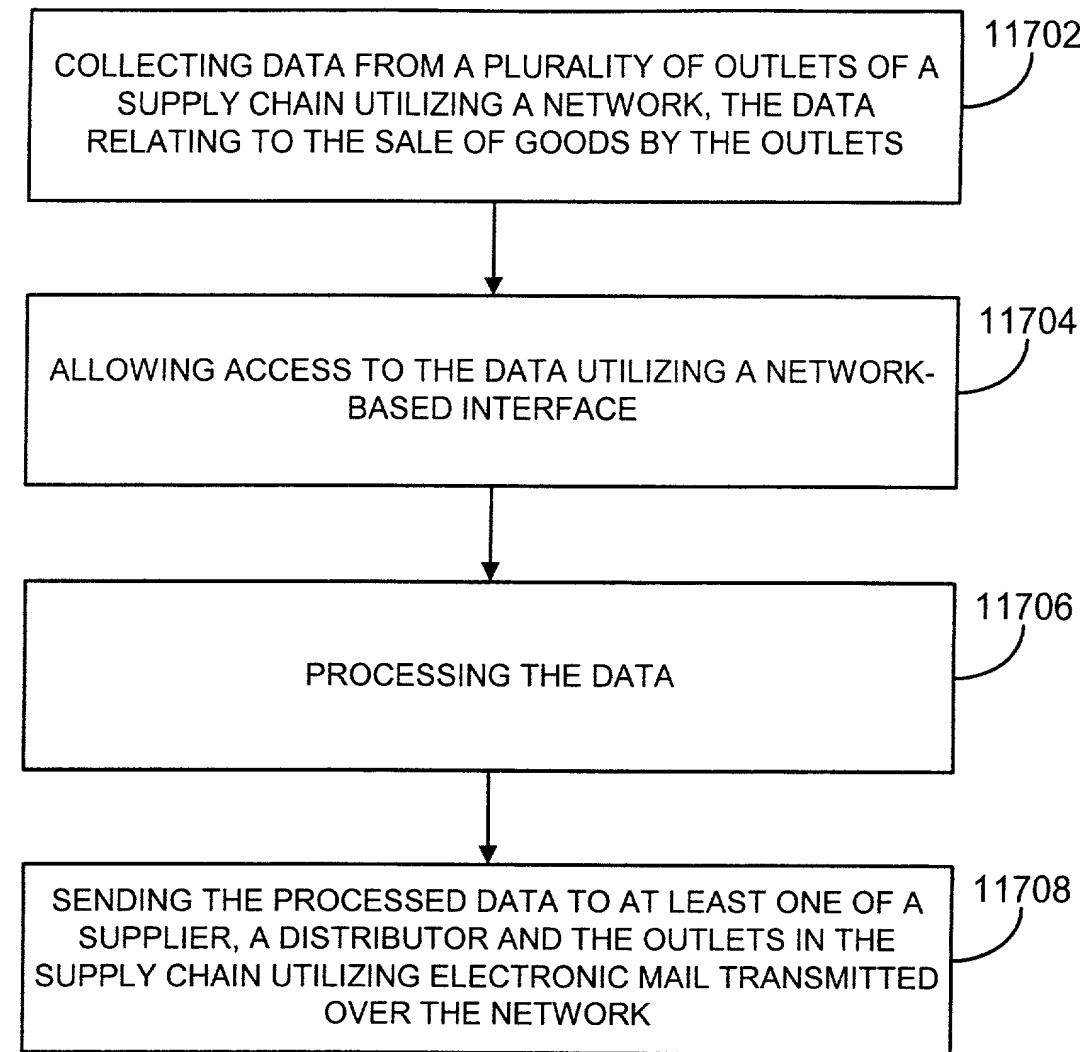


FIG. 117

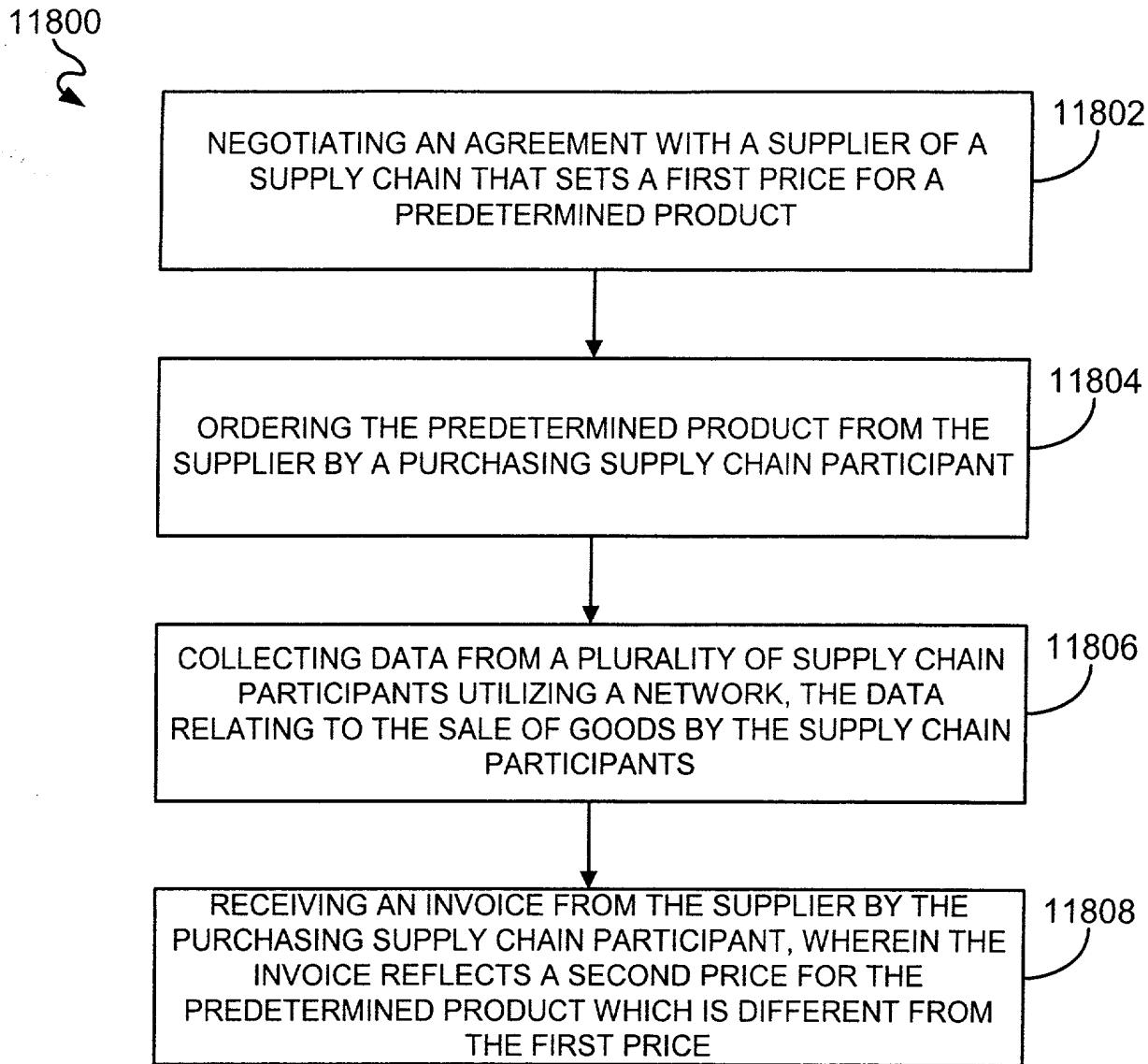


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

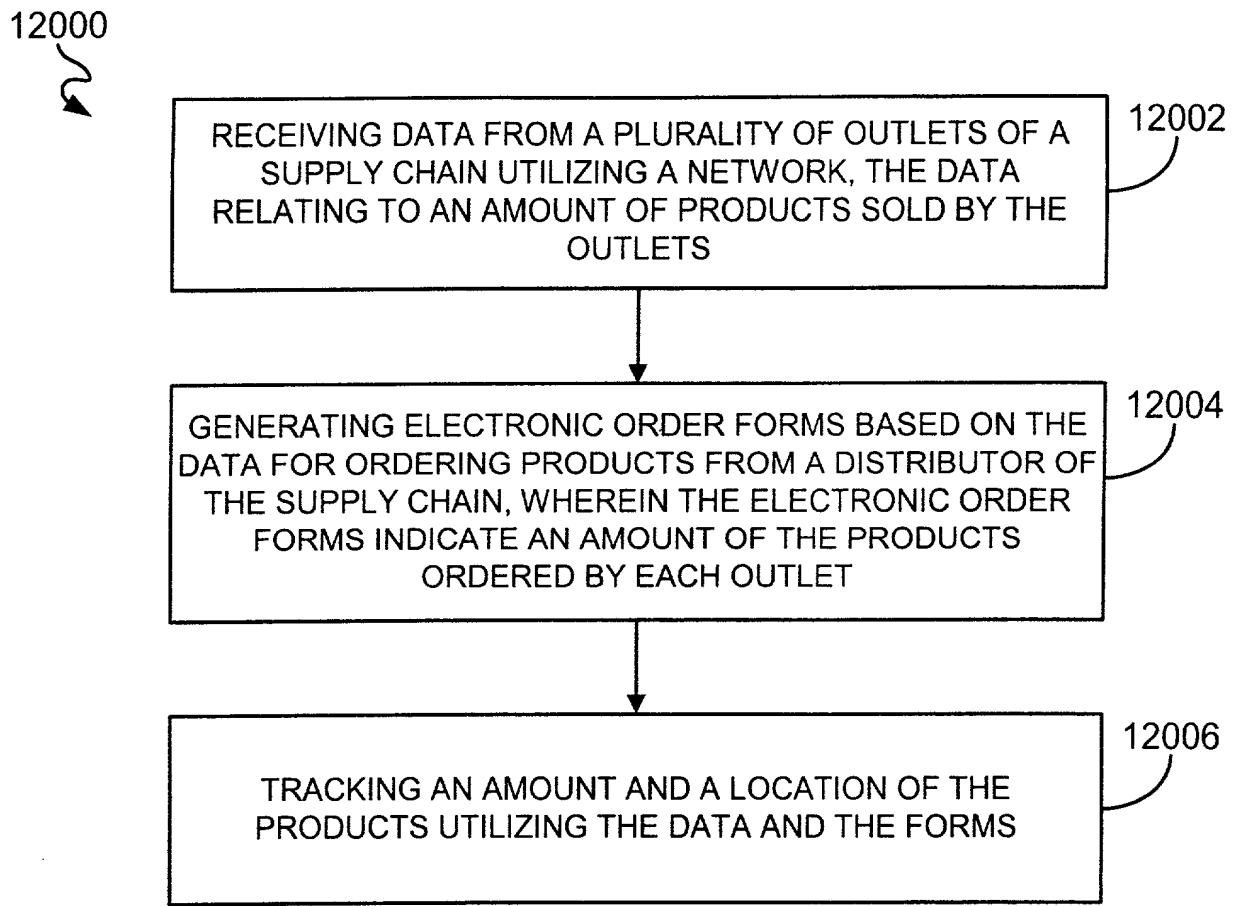


FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

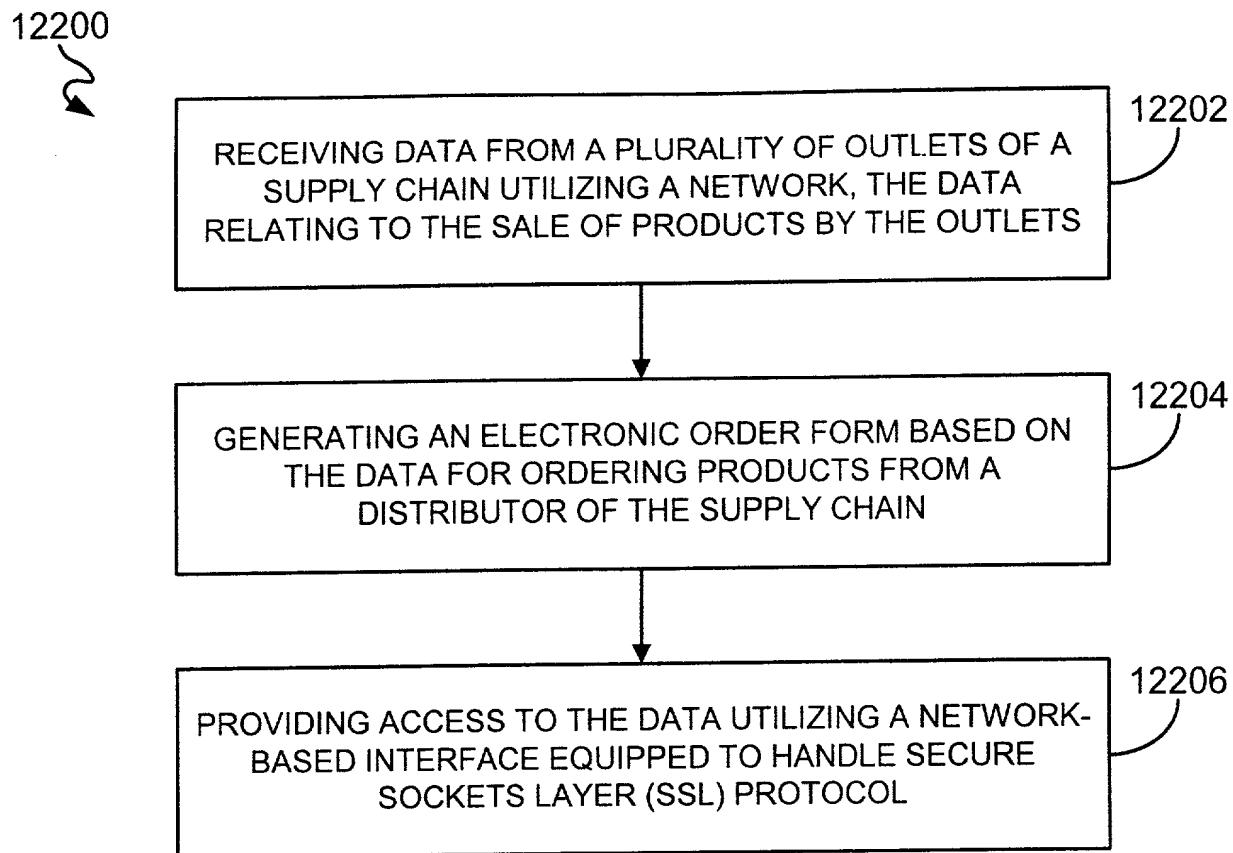


FIG. 122

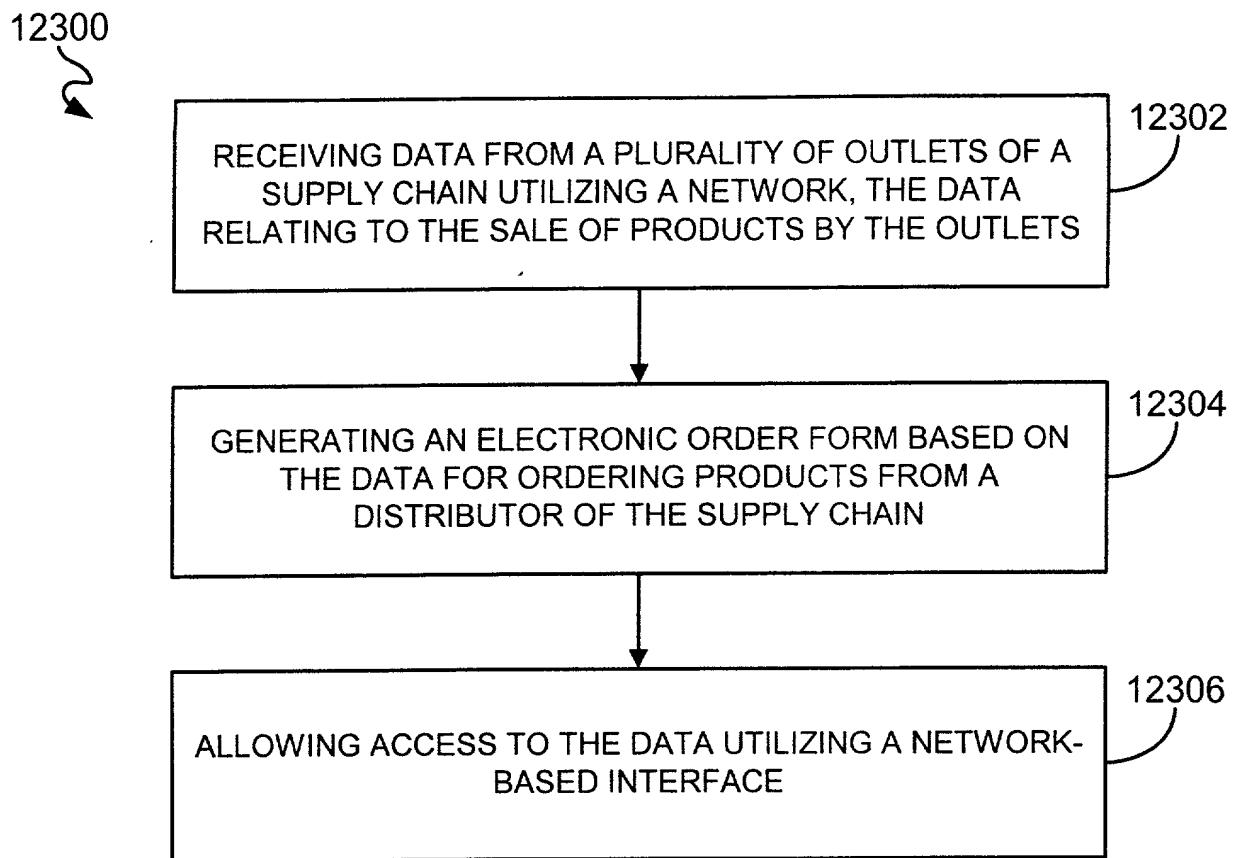


FIG. 123

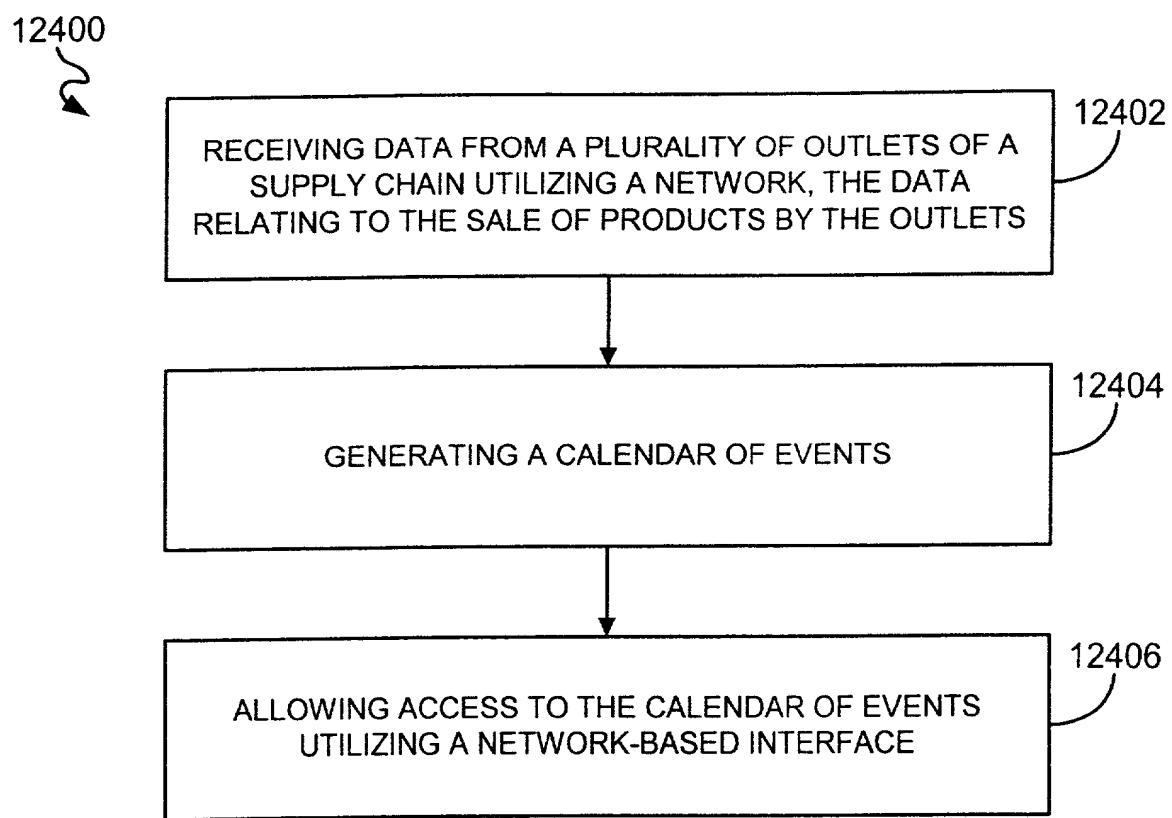


FIG. 124

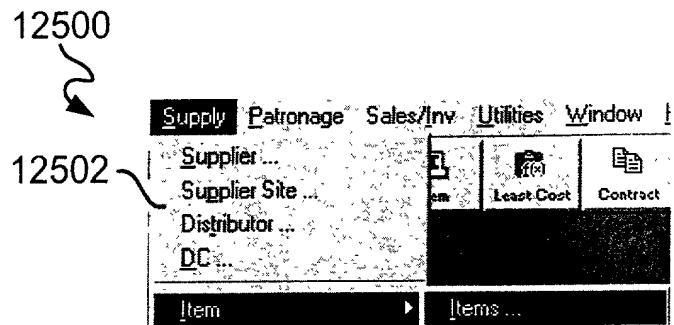


FIG. 125

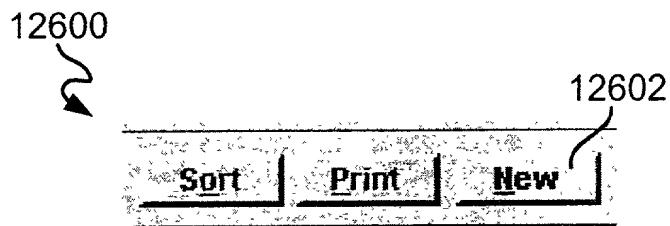


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

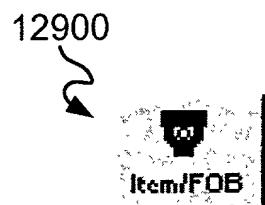


FIG. 129

13000

Supplier Item Desc:	Item No.:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Contents:	51000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M:	INCHES
Item Cube:	0.95 CUBIC FEET
Item Shelf Life:	
Tie Qty:	
High Qty:	
Cases Per Pallet:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information **Site Id:** 17355 **Site Role:** *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information **Site Id:** 16 **FOB Shipping Point**

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

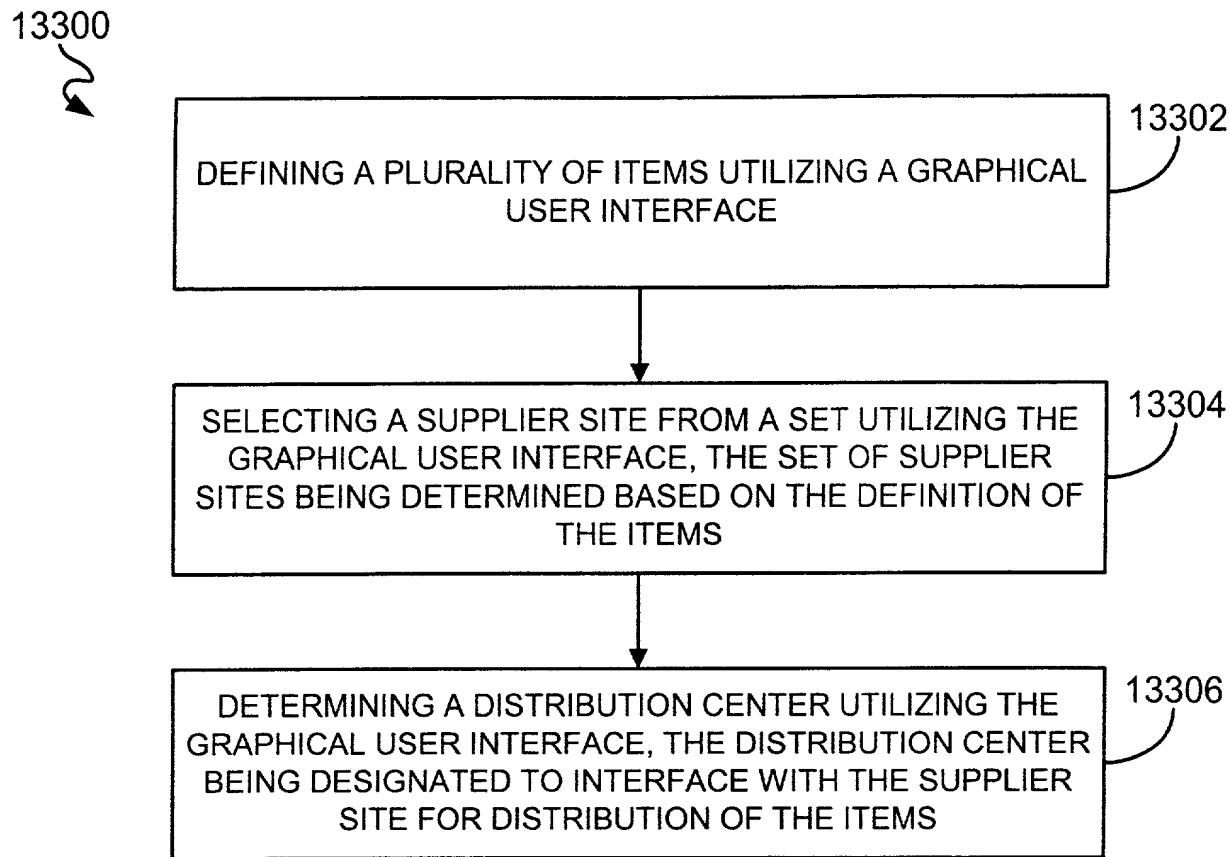


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

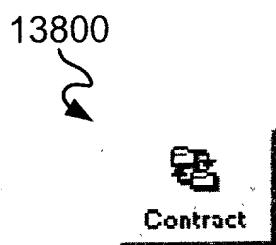


FIG. 138

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

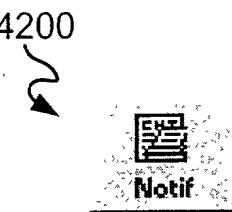


FIG. 142

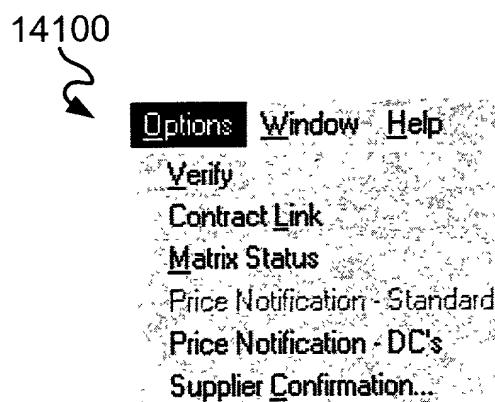


FIG. 141

Cost	►	Edit / View...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

FIG. 143

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST
MODEL IS VALID UTILIZING THE GRAPHICAL USER
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A
CONTRACT COST, AN INVOICE COST, AND A LANDED COST
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

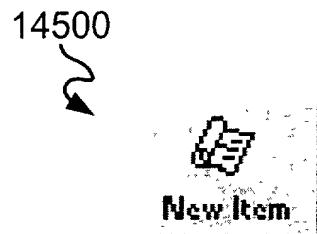


FIG. 145

A screenshot of a software application window. At the top left is the text "Contract ID: 673 - TYSON FOODS". Below it are two dropdown menus: "Initial Buyer Name: Jamie Hersh" and "Current Buyer Name: Chris Stanton". The window has a thin black border.

FIG. 146

A screenshot of a software application window. It contains five input fields with dropdown arrows: "Contract Start Date: 05/15/98", "Contract End Date: 12/31/02", "Execution Date: 5/15/98", "Effective: Shipment Date", and "Payment Terms: Net 10". The window has a thin black border.

FIG. 147

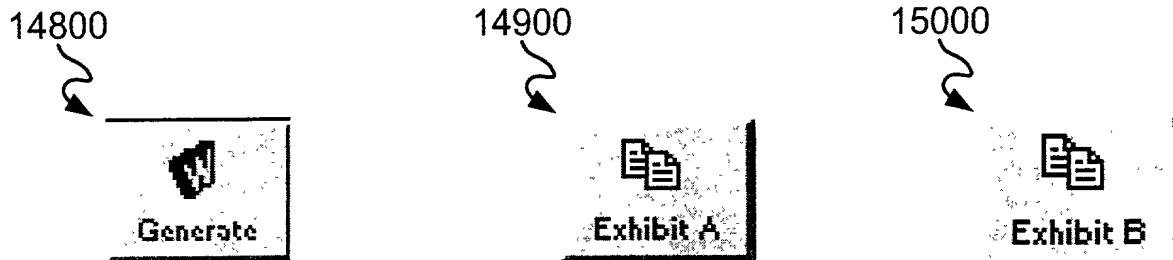


FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

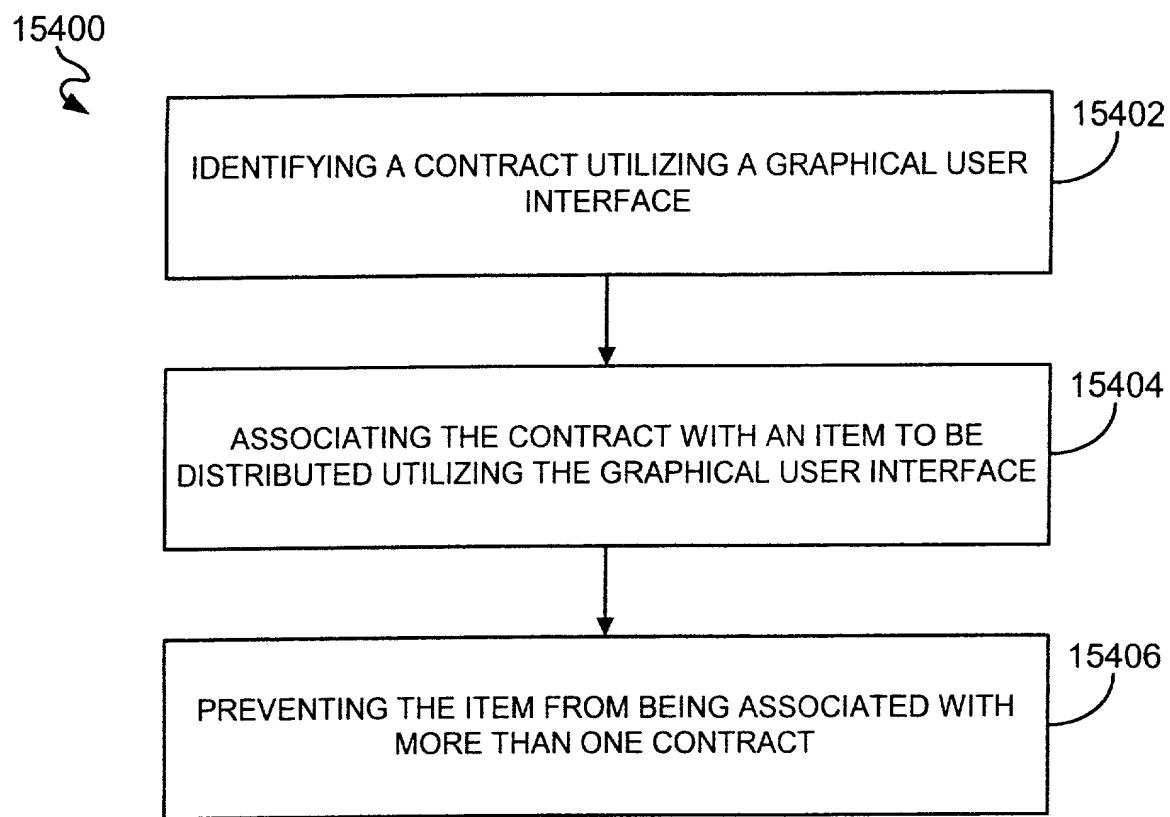


FIG. 154

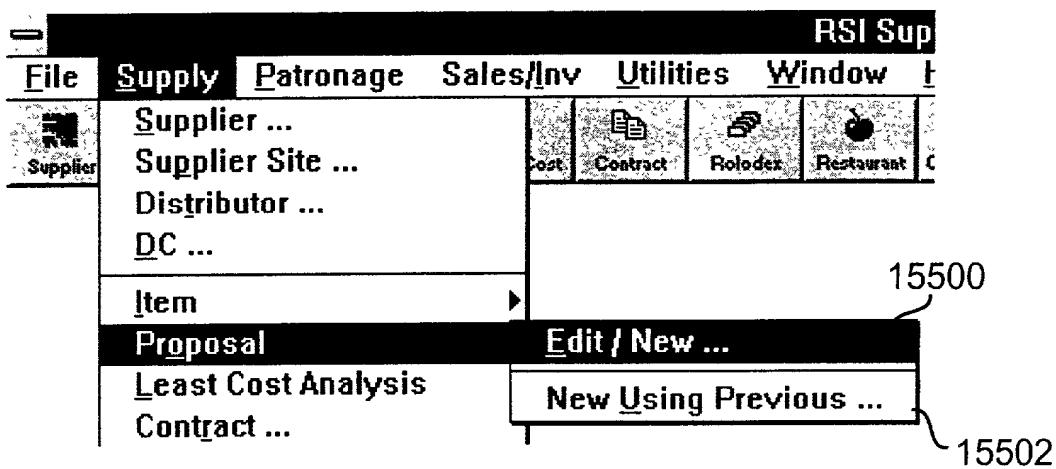


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021

Proposal Name: Foam Hot Cups & Polystyrene Lids

Buyer Name: Dennis Clabby

Proposal Due Date: 06/12/97

Contract Begin Date: 07/01/97

Contract End Date: 06/30/98

Actions

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

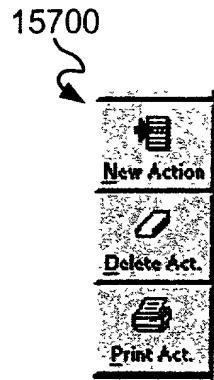


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

<> >> << >>

FIG. 158

15800

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

Item Description	
CUP-HOT 12 OZ (DRY)	
CUP-HOT 16 OZ (500 CT) (DRY)	
CUP-HOT 8 OZ (DRY)	
LID-HOT 12H 6 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

5 Rows Selected

FIG. 159

16000

Item Description	
MAYO-BULK	

FOB Price Component

- Mayonaise Components
- (None Selected)
- Generic FOB Pricing
- Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	12	80.00%	5.46	5.00%	37	

FIG. 161

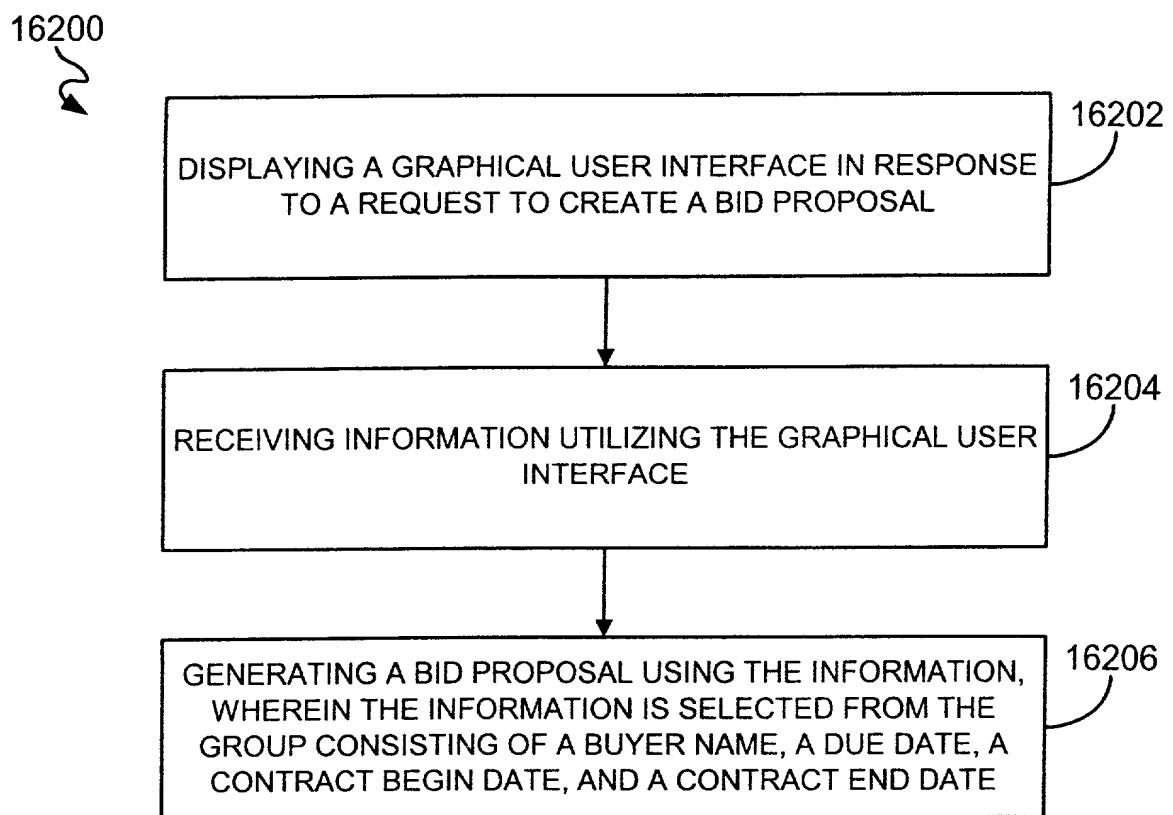


FIG. 162



FIG. 163

A screenshot of a software interface showing a list of templates. The list is presented in a table with the following columns: "Supply", "MS", "Editable", "Word", and "Y/N". The "Supply" column contains names of documents, and the other columns provide specific details for each document. A curved arrow points from the number 16400 above the interface down towards the first row of the table.

Supply	MS	Editables
	Word	Y/N
Bid Proposal Cover Letter	?	Y
General Terms and Conditions	?	N
Usage Estimates	?	N
Supplier Facility Worksheets	?	N
Item Information Worksheets	?	N
Sample Supply Agreement	?	N
BK Specification Request	?	N
FOB Price Component	?	Y
Truckload Freight Worksheet	?	N
LTL Freight Worksheet	?	N

FIG. 164

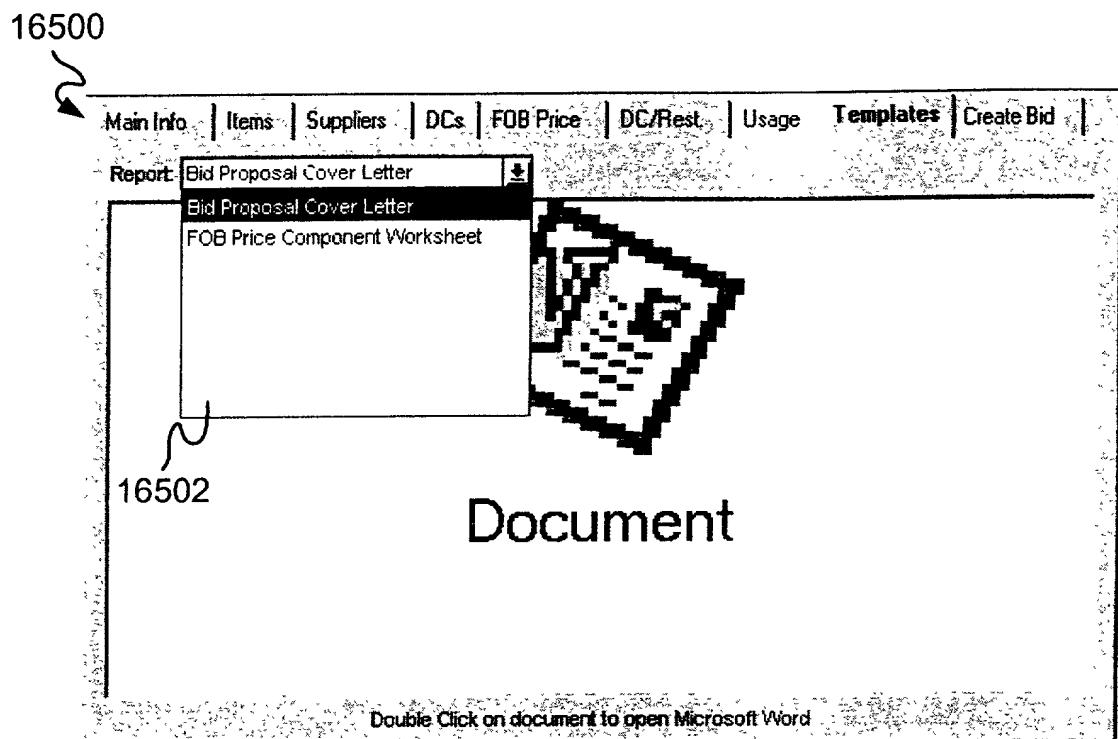


FIG. 165

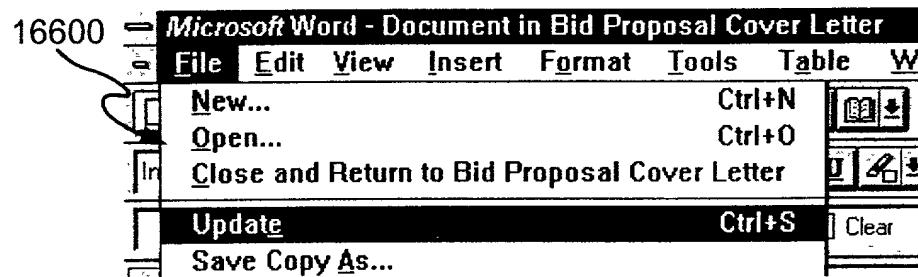


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid | Bid Proposal Sent |

Bid Proposal Will Include Checked Documents

General		Cost	
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/> LTL Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets	
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Truckload Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> LTL Freight Worksheet	<input checked="" type="checkbox"/>

FIG. 167

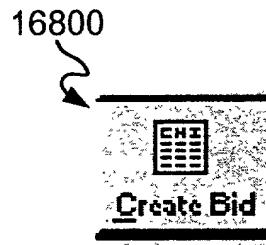


FIG. 168

16900

Report: Item Information Worksheet
7/2/97

Supplier: (all)

Restaurant Services, Inc.
Item Information Worksheet

ATTY
DS

FIG. 169

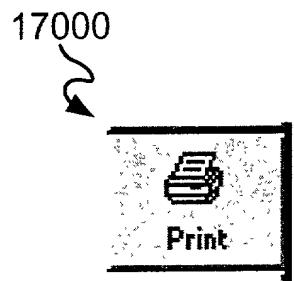


FIG. 170

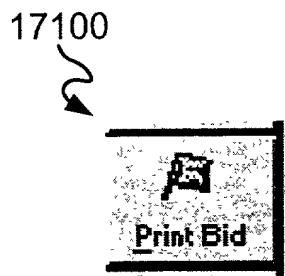


FIG. 171

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

17202

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

17206

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17208

FIG. 172

17300



FIG. 173

17400

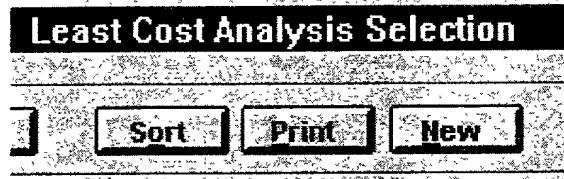


FIG. 174

17500

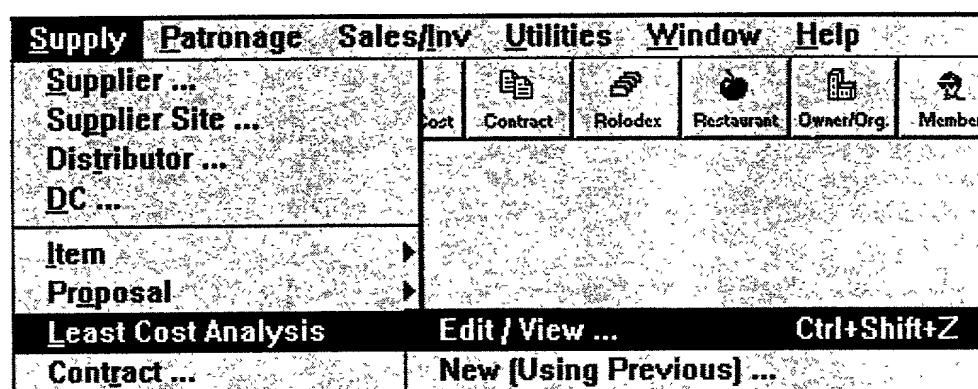


FIG. 175

Bid Proposal Name: (None) 

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

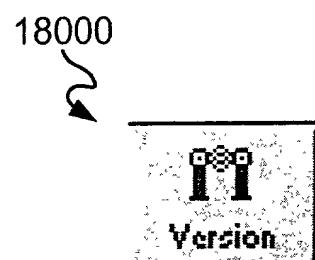


FIG. 180

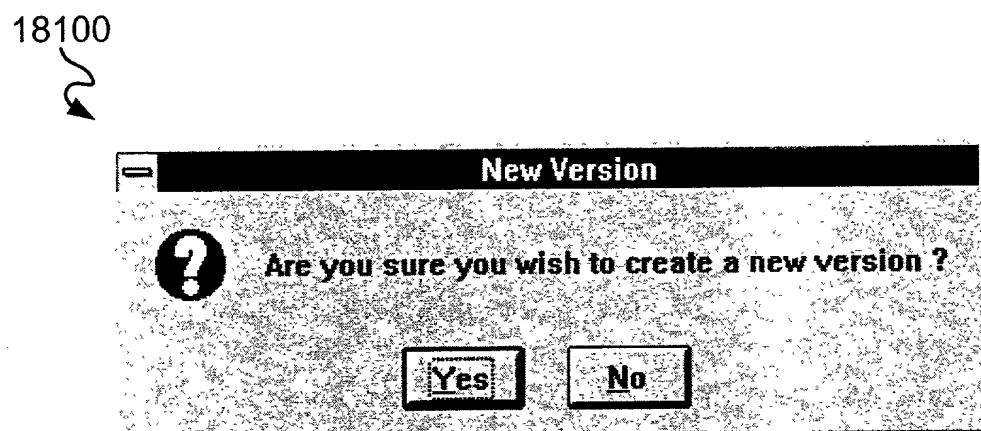


FIG. 181

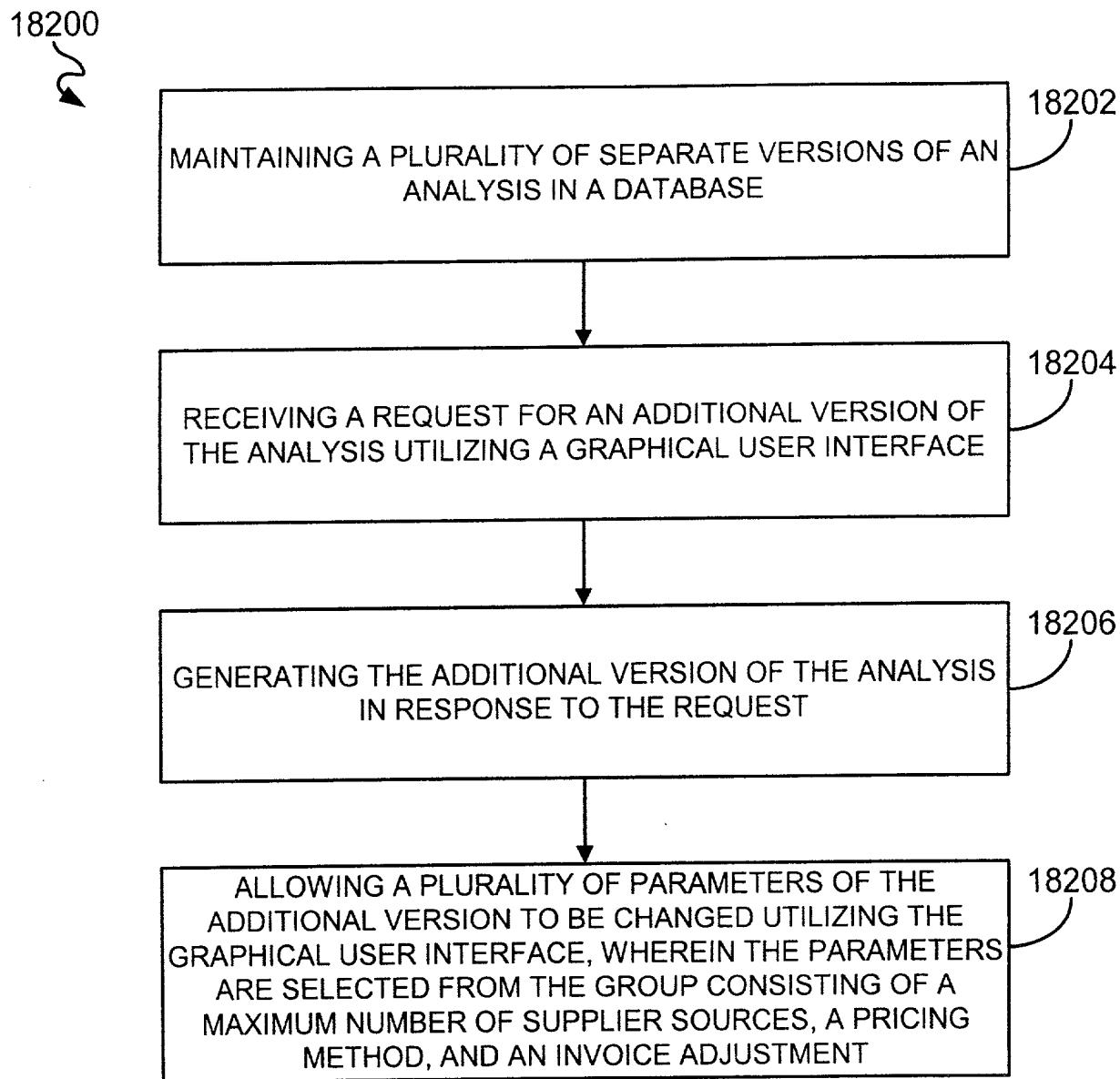
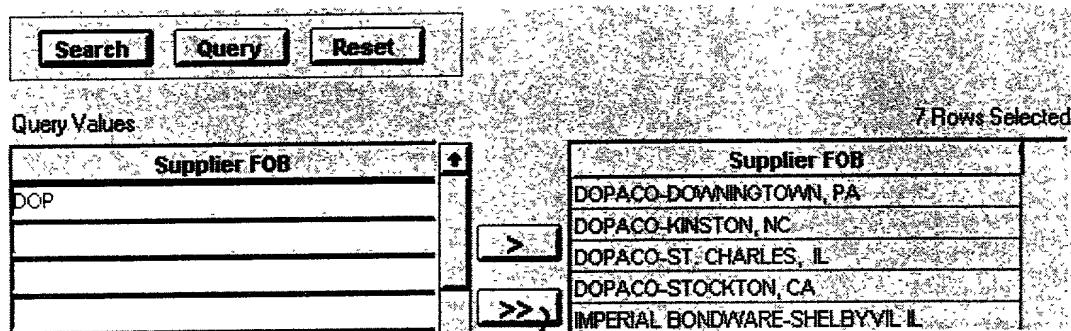


FIG. 182

18300



18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

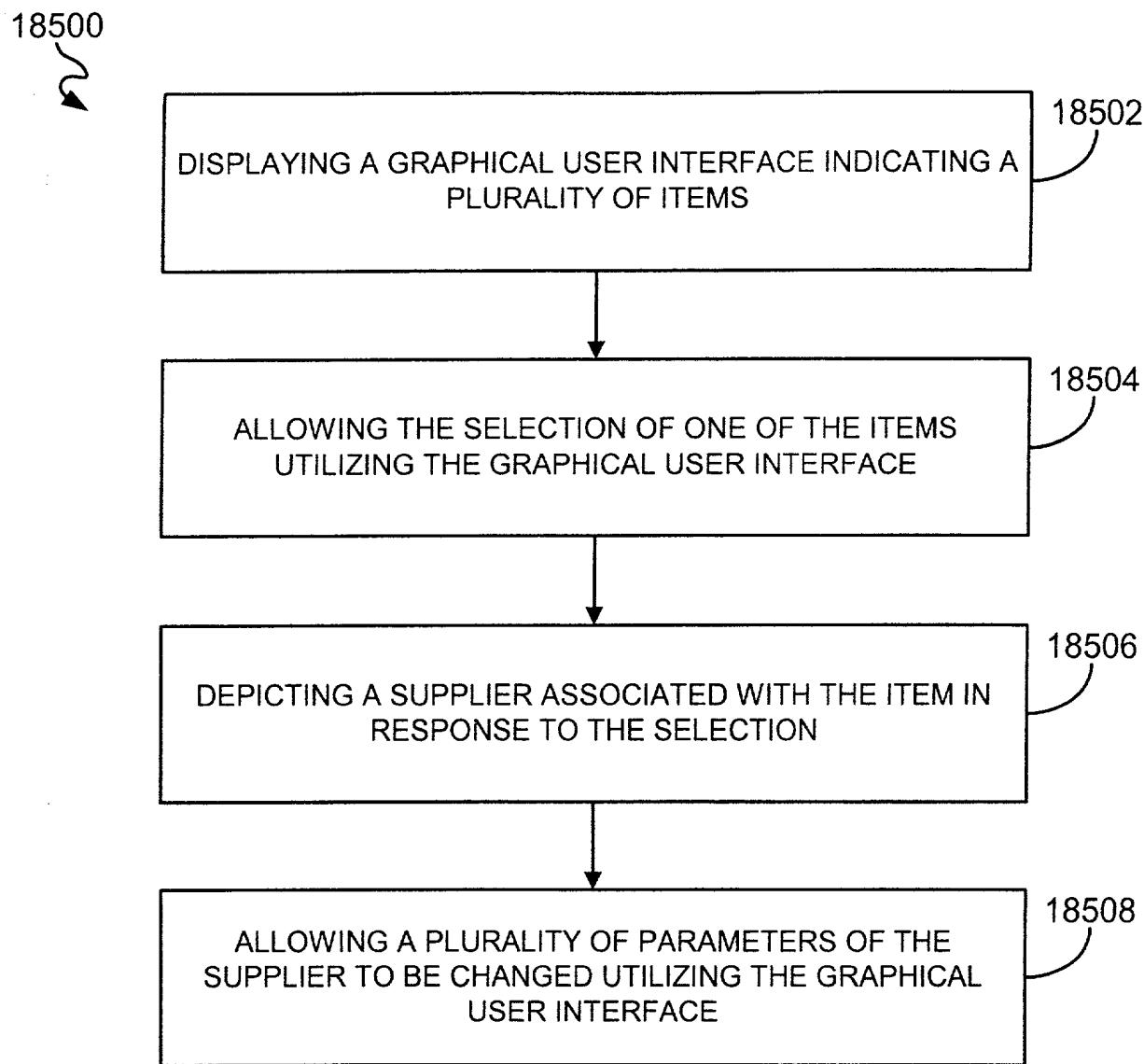


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M:	INCHES	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

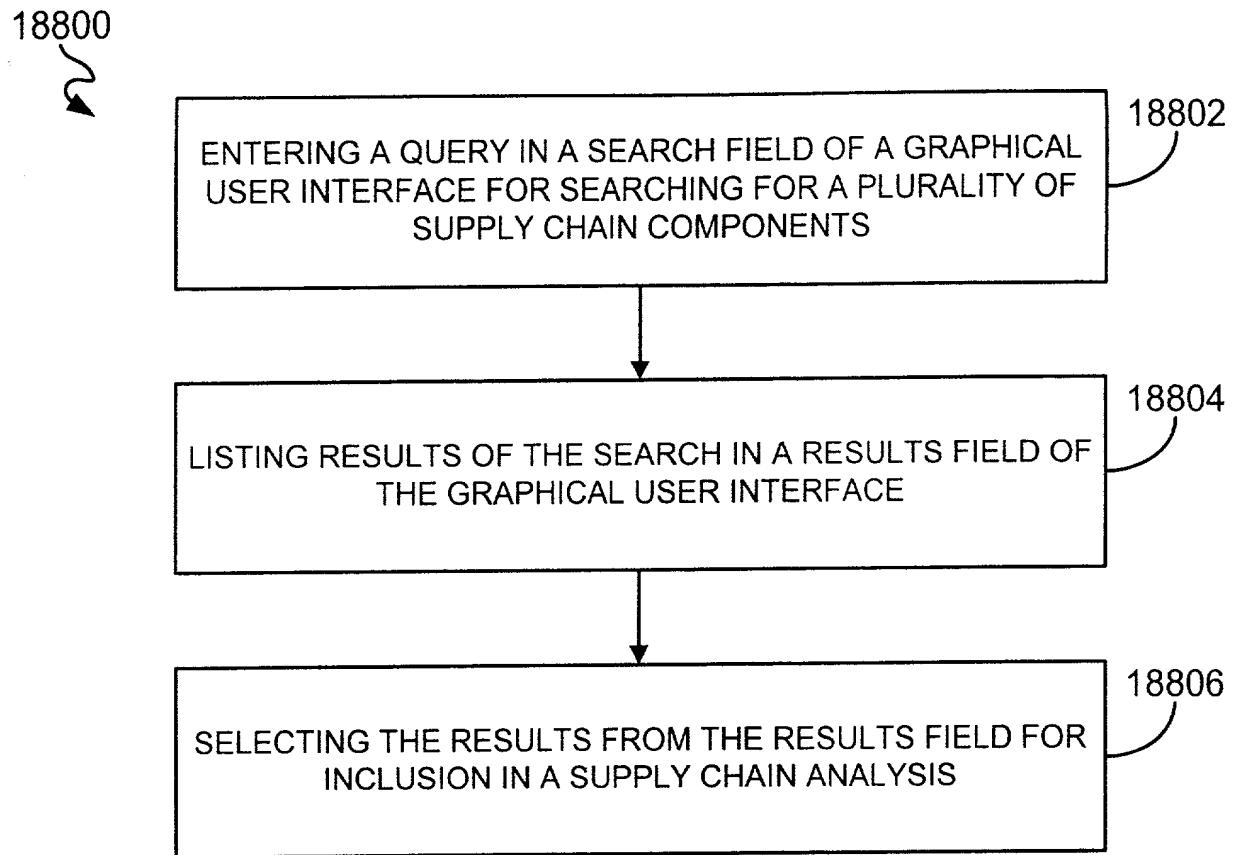


FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC-OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

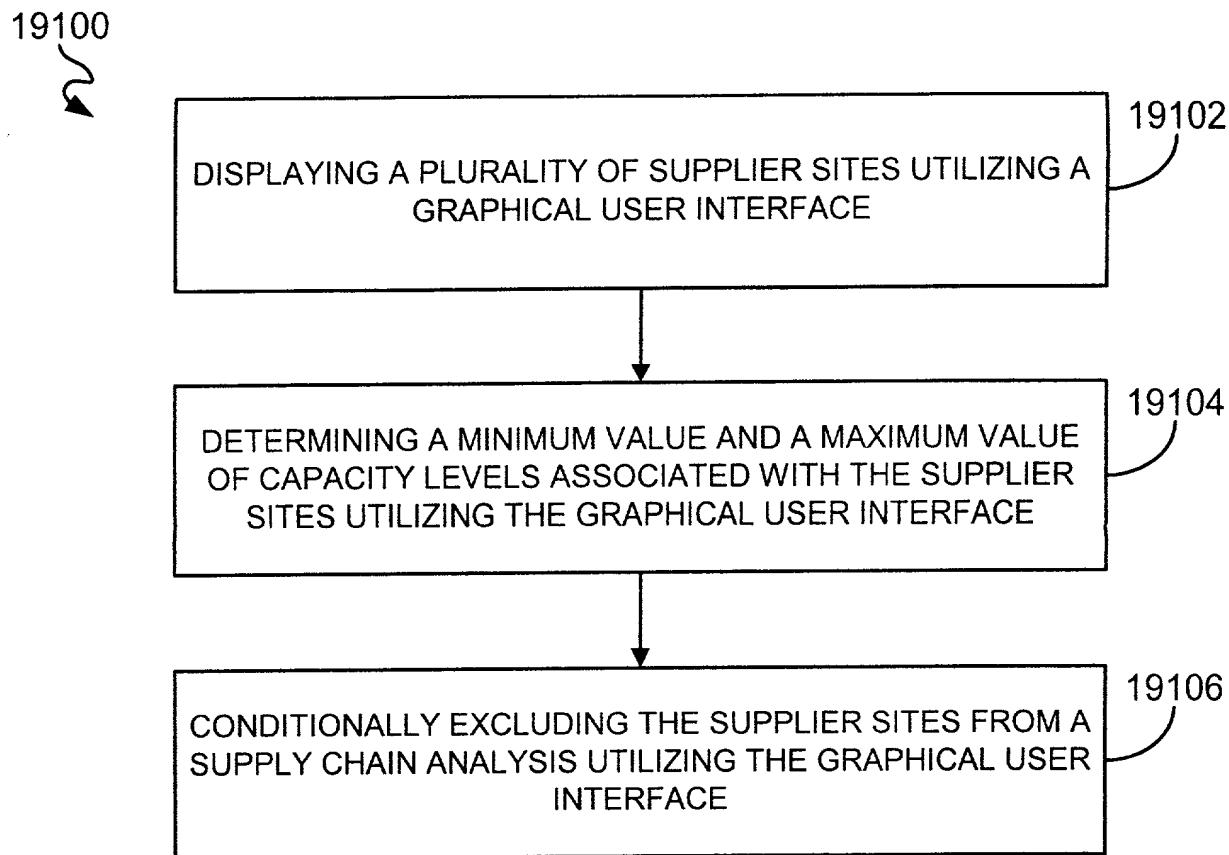


FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier # **Volume**

SSI FOOD SERVICES	0
TEXAS AMERICAN FOOD SERVICE	0
WHITEFORD FOODS	0

Supplier FOB Item Cont FOB # **Volume**

TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1 2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2 2,508,000

FIG. 193

19400

Supplier # **Volume**

VENTURA FOODS	0
VENTURA FOODS	1 100,000

Supplier FOB Item Cont FOB # **Volume**

VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1

FIG. 194

19500

The screenshot shows a software application with a header "19500" and a curved arrow pointing towards the top-left. Below the header is a table with two columns: "Item Description" and "Supplier FOB". The table lists three items: "FRIES-COATED" with suppliers "CAVENDISH-PRINCE EDWARD", "FRIES-COATED" with supplier "J.R. SIMPLOT COMPANY-HERMISTON", and "FRIES-COATED" with supplier "LAMB-WESTON, INC.-PASCO, WA". To the right of the table are three small icons: a plus sign, a minus sign, and a double arrow.

Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

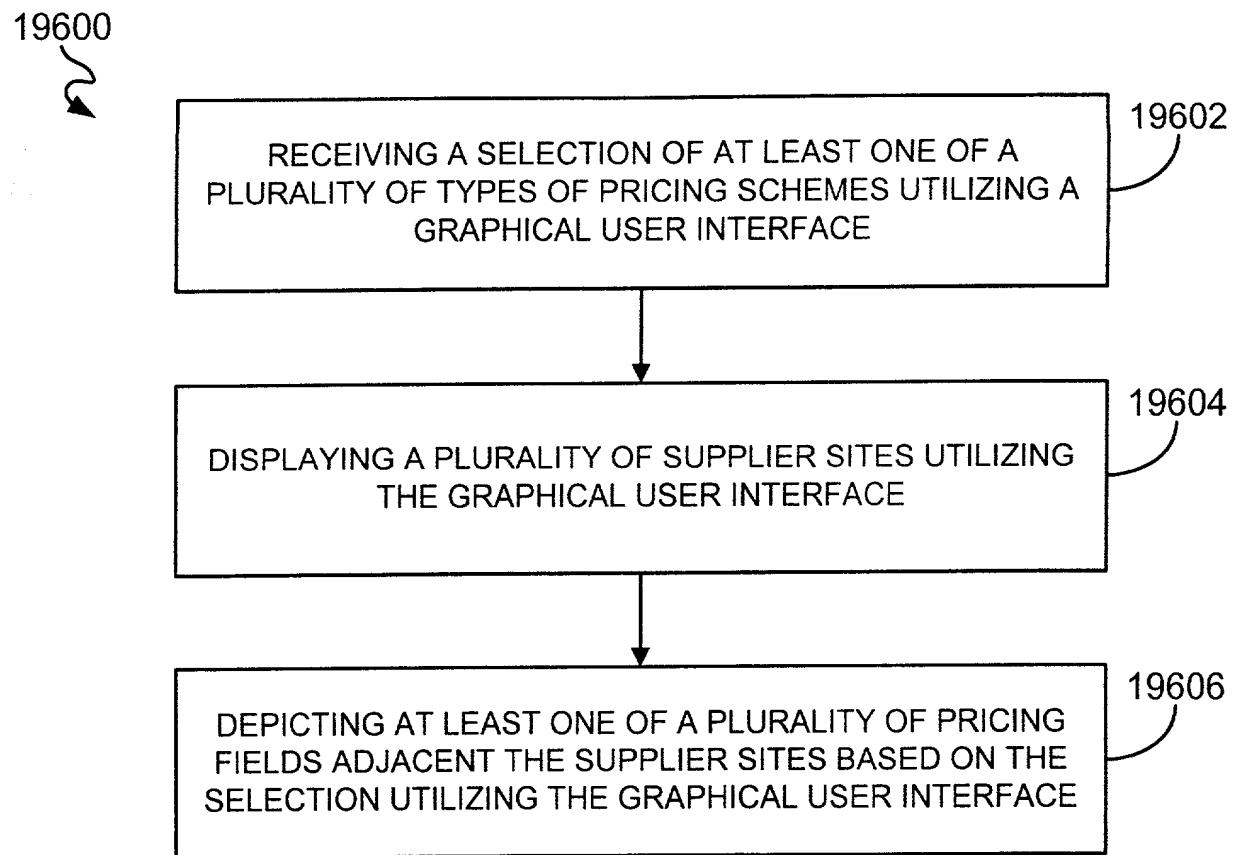


FIG. 196

19700

Total Rest. Growth Amount ~ 19702 Usage Period 09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item Item Growth % Usage Period

CHICKEN-PATTY	.00	
---------------	-----	--

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK.	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

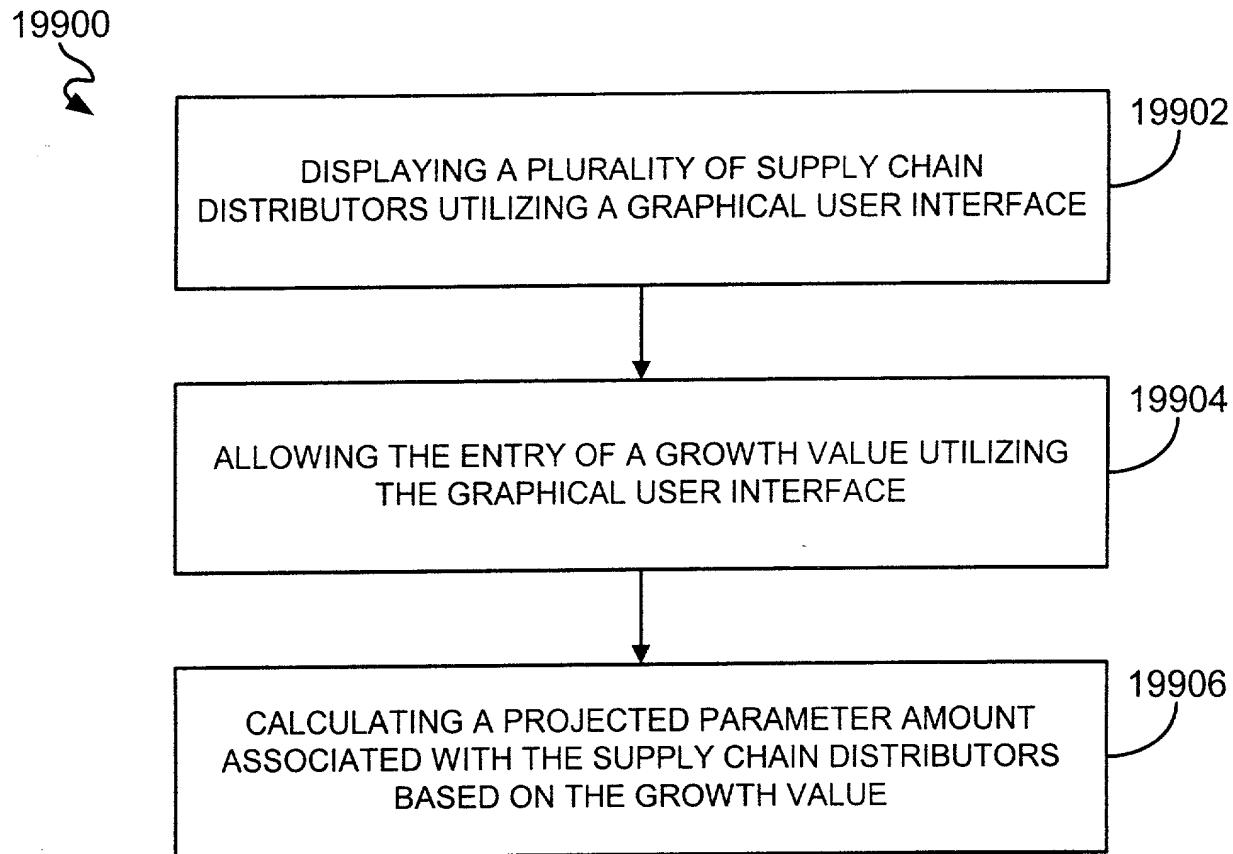


FIG. 199

20000

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	OR	99999
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	ID	83211
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls		

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVEPOST-DENVER	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVEPOST-SALT LAKE, UT	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	

20002

FIG. 200

20100

Supplier FOB	Address	NB	E1A6X4
CAVENDISH FARMS	Dieppe	OR	99999
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	ID	83211
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls		

Distribution Center	Lane Restriction
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

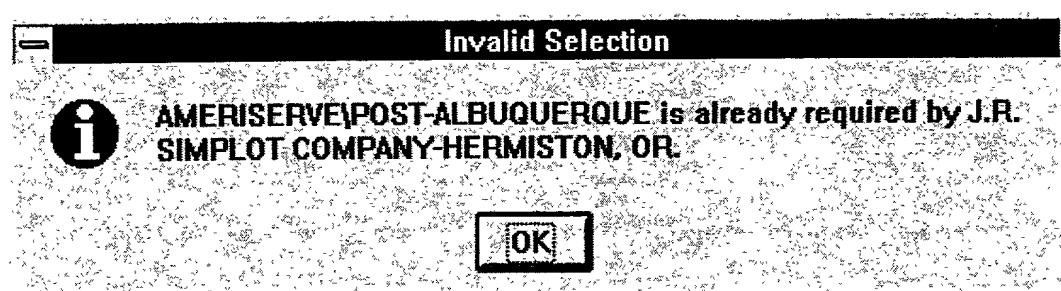


FIG. 202

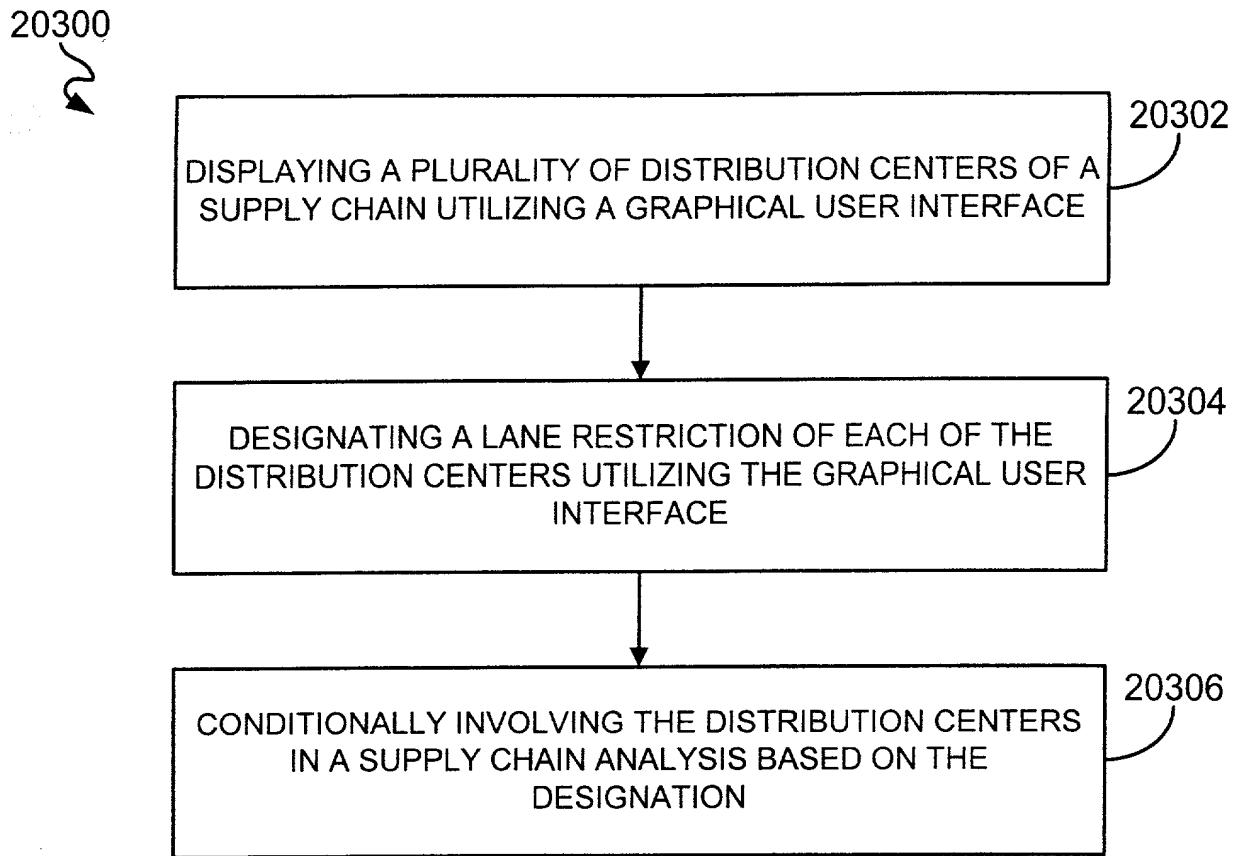


FIG. 203

20400

Supplier FOB		Address	
CAYENDISH FARMS	Dieppe	NB	E1A8X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE UT	691		

FIG. 204

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72636				
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72601				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1 10	
PS-BURLINGTON	15,000	400.00				1 20	

FIG. 205

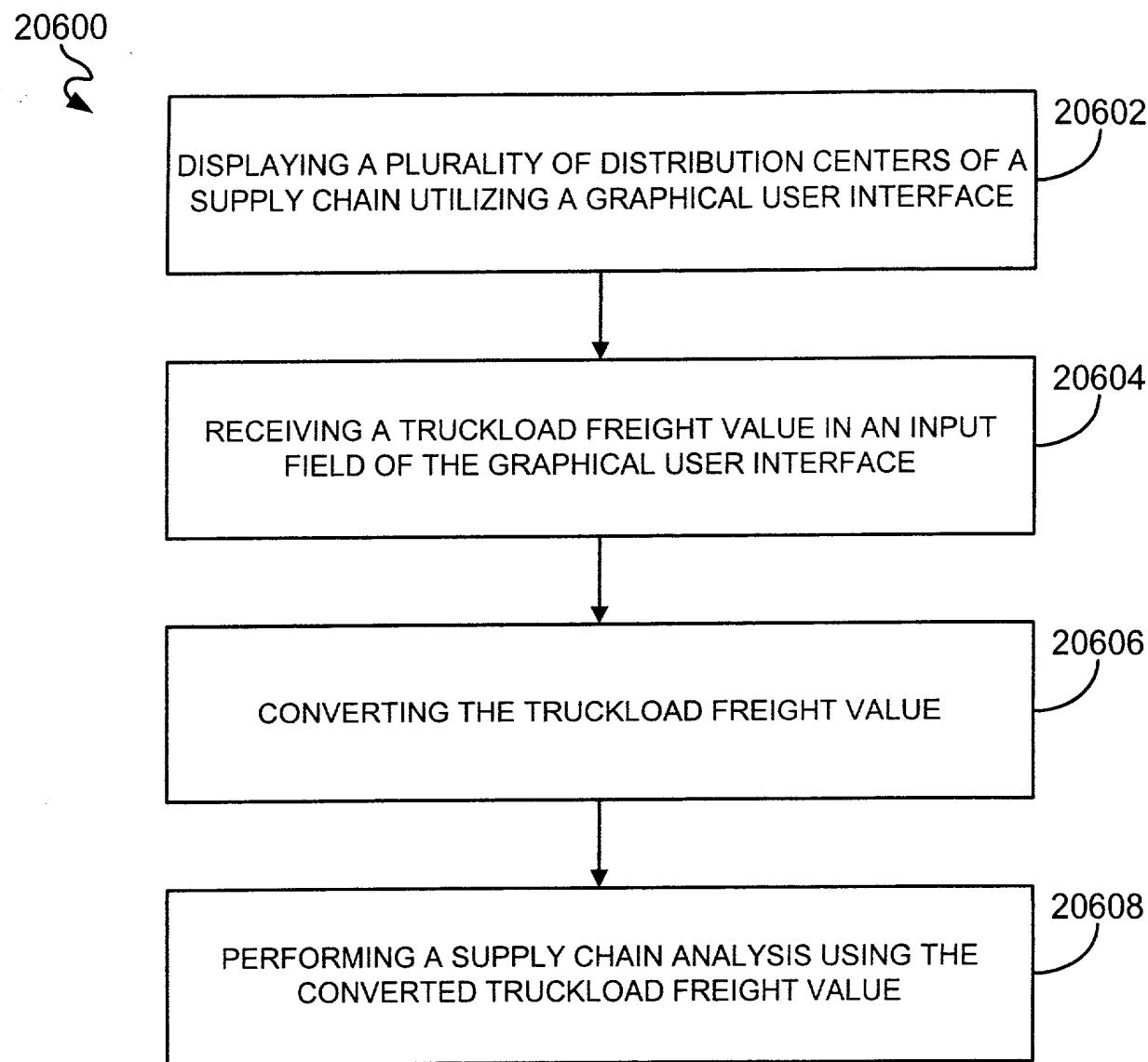


FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

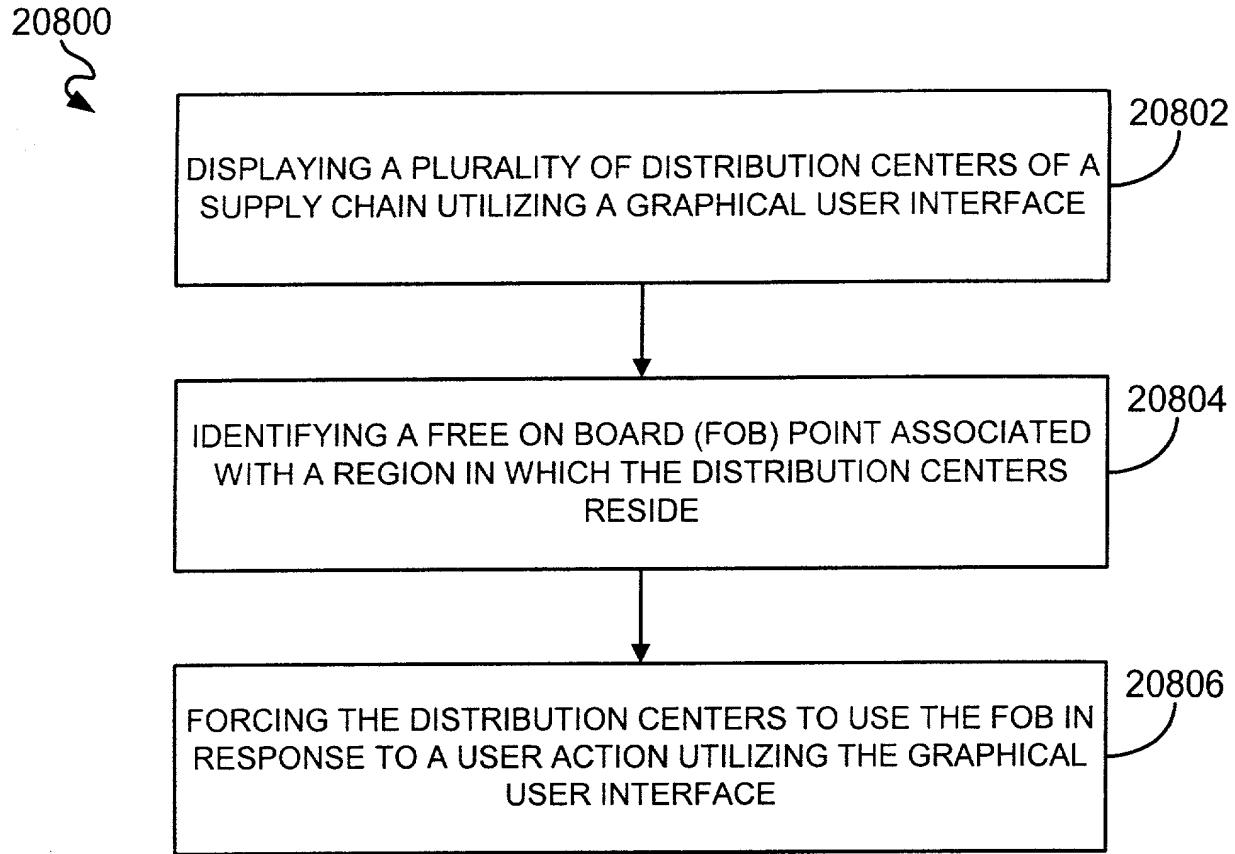


FIG. 208

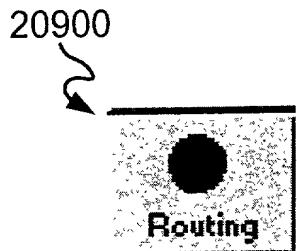


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Parameters

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

Report Name:

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

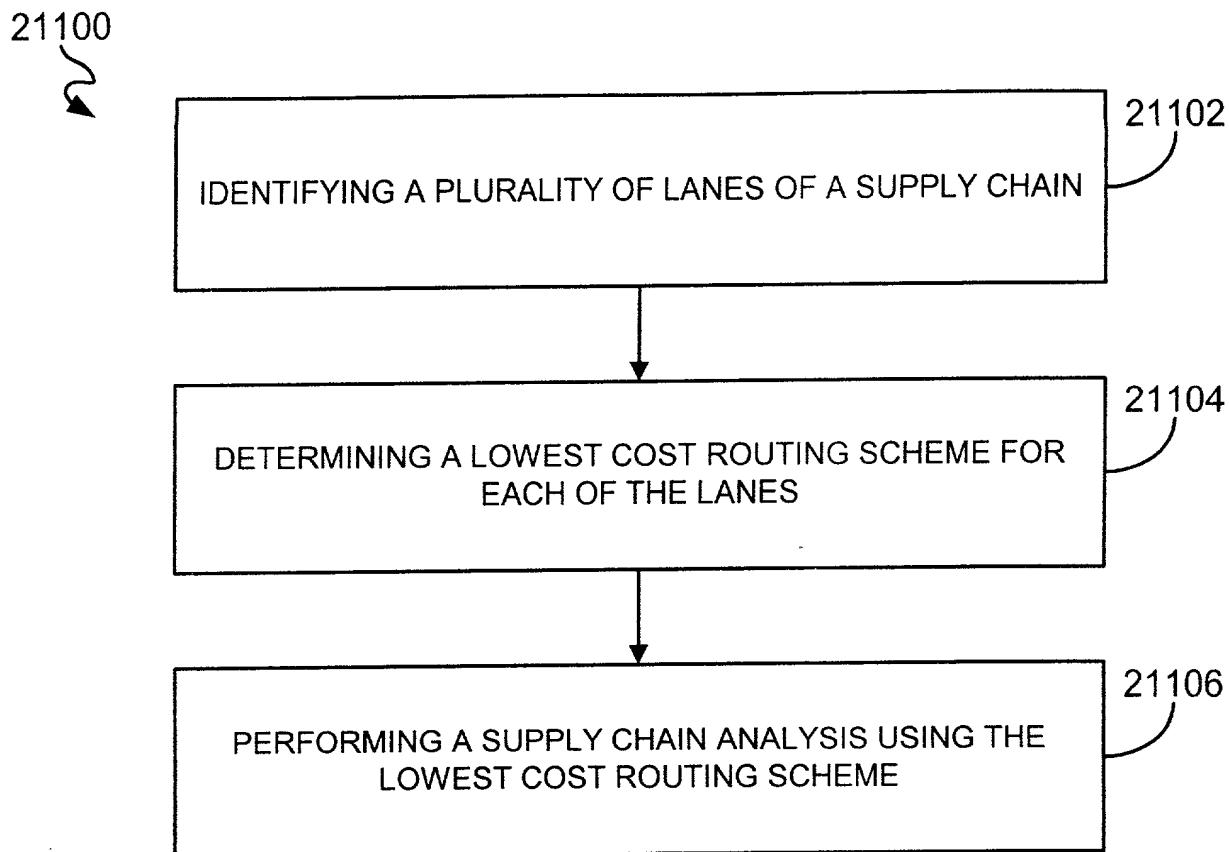


FIG. 211

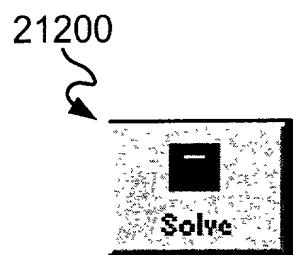


FIG. 212

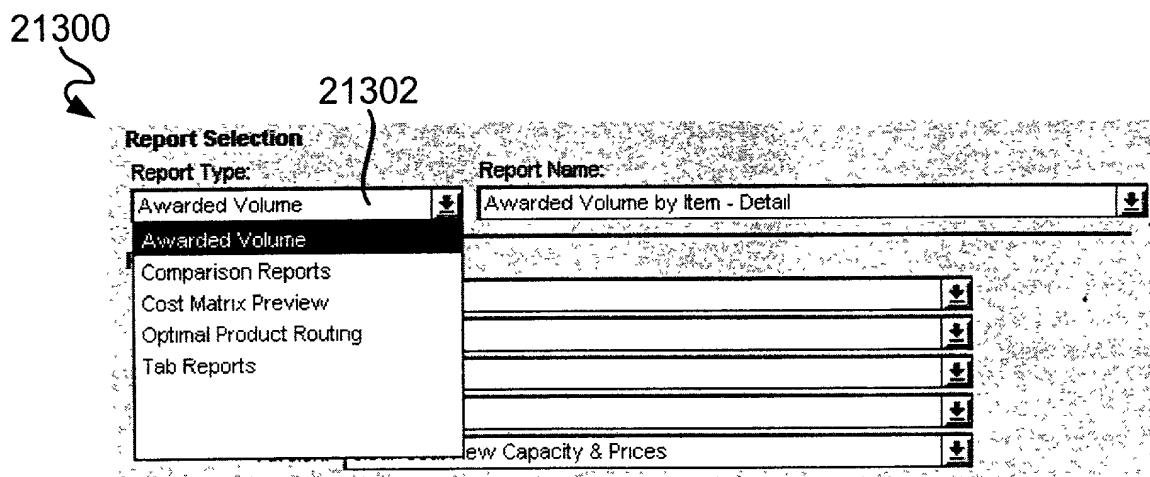


FIG. 213

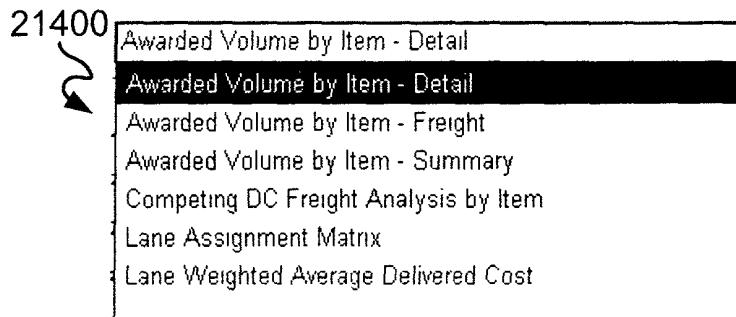


FIG. 214

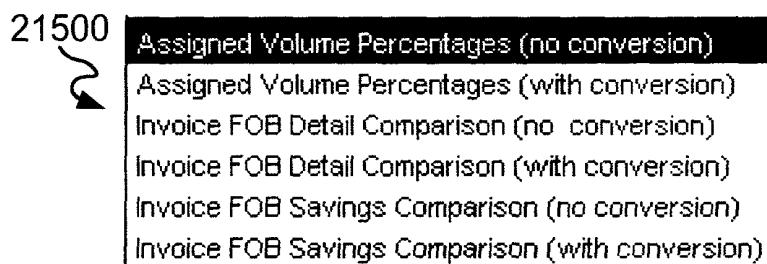


FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

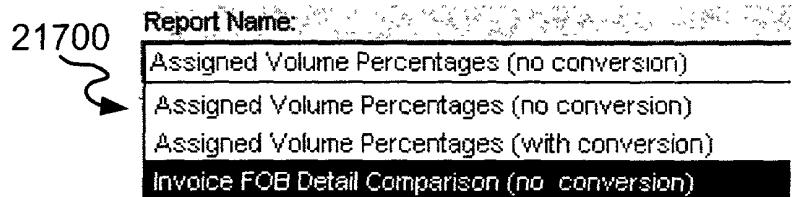


FIG. 217

21800

Item: HASH BROWNS(ROUND) ▾

Comparison Versions:

- Base version ▾
- With LTL riding with CCF, forced TL ▾
- LTL moving with CCF, no Cavendish ▾

Include Cost Metrics: Yes No

FIG. 218

21900



FIG. 219

22000
22002
22004
22006
22008

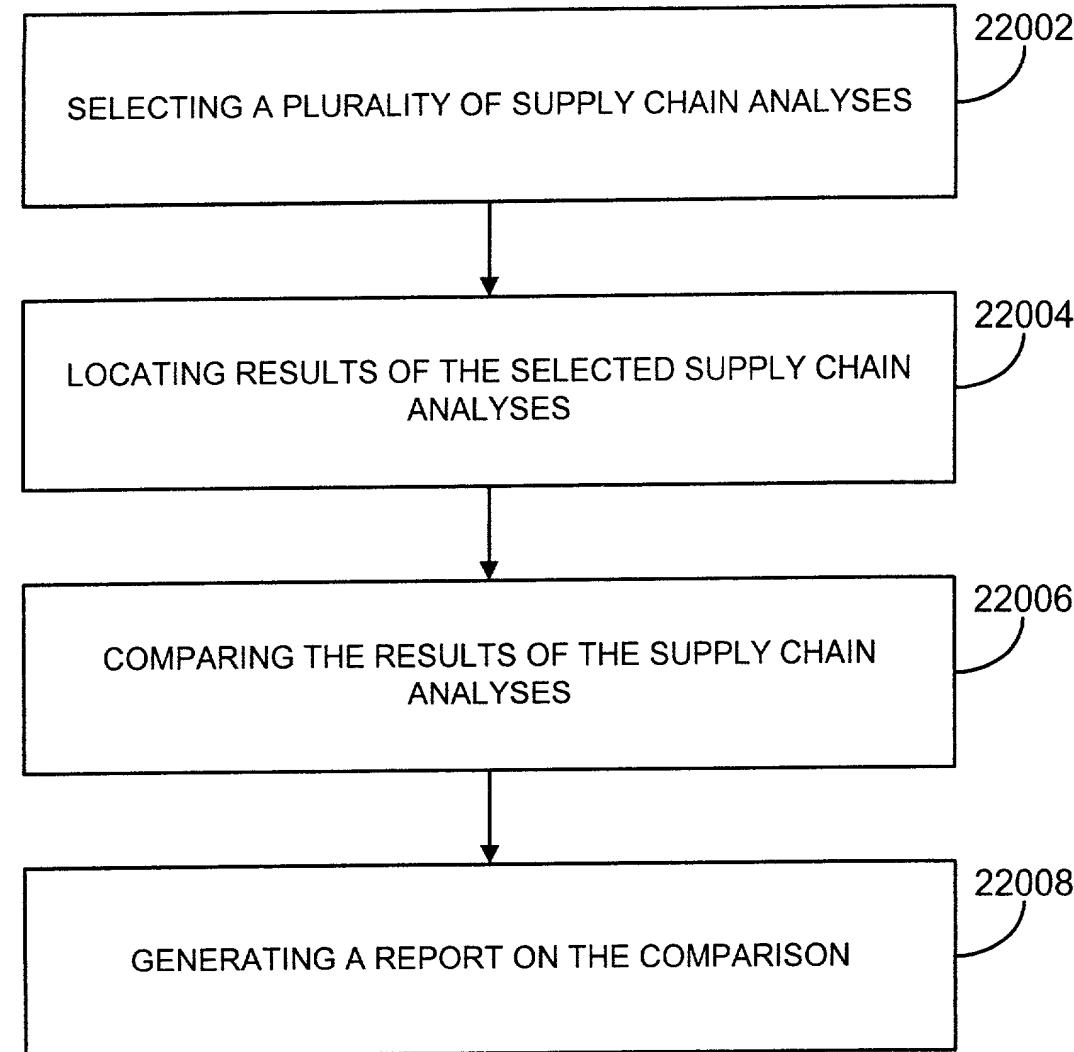


FIG. 220

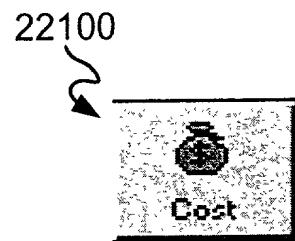


FIG. 221

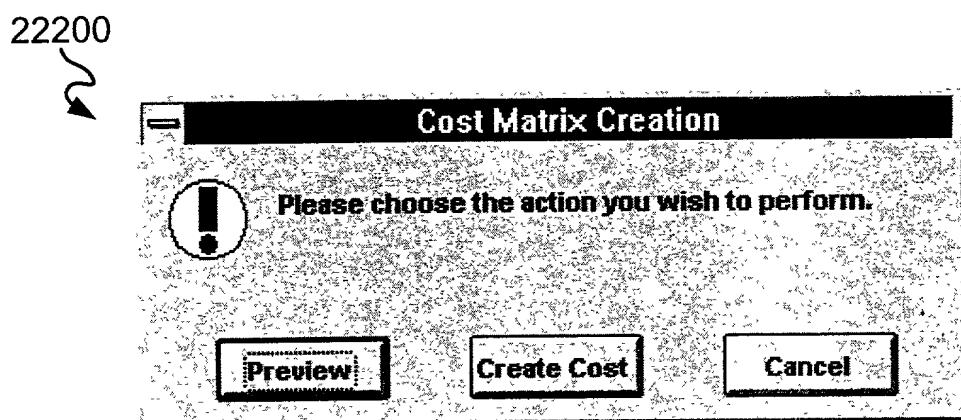


FIG. 222

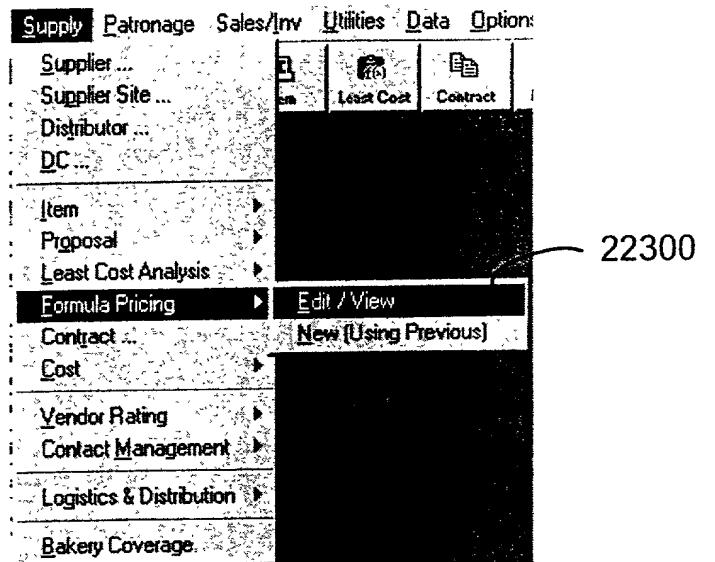


FIG. 223

22400

The dialog box title is **Formula Pricing - BEEF - 77% - 04/06/98**. It has tabs for **General Info**, **Pricing** (selected), **Freight**, **Formulas**, **Block Cost**, and **Adjustments**.

Fields in the **Pricing** tab:

- Pricing ID:** 12
- Description:** Beef Pricing 04/06/01
- Item:** BEEF - 77%
- Raw Material Pricing Date:** 04/06/01
- From:** 03/23/01
- To:** 04/03/01
- Cost Matrix Begin Date:** 03/15/01
- End Date:** 03/28/01
- FOB Adjustment Amount:** 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRESH DOM 55% TRIM	FRESH DOM 65% TRIM	FRESH DOM 75% TRIM	FRESH DOM 85% LEAN	FRESH DOM 90% LEAN BL	FRESH DOM 90% LEAN VW	FRESH DOM 90% LEAN BL	FRZN DOM 90% 30% LEAN	IMP. AUS	Lean Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630
04/02/98	0.8500	0.9400	0.9480	0.9750	0.9316	0.9900	1.0000	1.0250	1.0500	0.9540
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0850	1.1210	0.9572
										0.9659
										0.8760

FIG. 225

22600

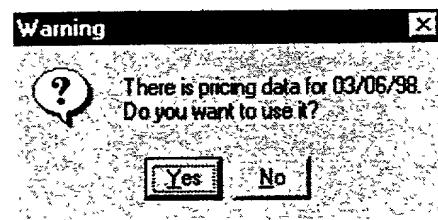


FIG. 226

22700

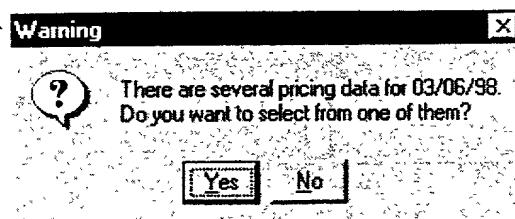


FIG. 227

22800

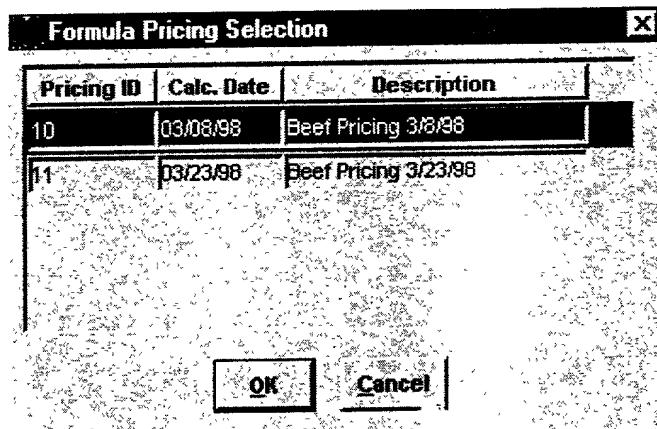


FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

Supplier FOB		Address
AMERICAN FOOD SERVICE		King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA		Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH		Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula	FD6STR	FD65TR	FD73TC	FD80LC	FD85LN	FD90LC	IMAU98	LFTB	Total					
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost						
AFS-1	0.3120	0.2871					0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139	0.1300	0.9941
GS-1	0.3270	0.3042					0.1730	0.1972	0.3600	0.3548	0.1400	0.1303	0.9866	
S&C-1	0.2414	0.2200			0.2179	0.2026	0.2153	0.2179	0.2386		0.1050	0.0956	0.9721	
SER-1	0.3250	0.2926					0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684	
TEX-1	0.3090	0.2766					0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9816	
WH-1	0.3250	0.2958					0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765	
WIS-1	0.3325	0.2977					0.4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0018	

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

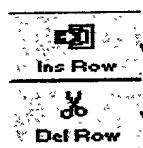
FIG. 231

23200

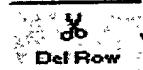
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9666	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1326	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

FIG. 232

23400



23300



23302

FIG. 233



RM Letter

FIG. 234

23500

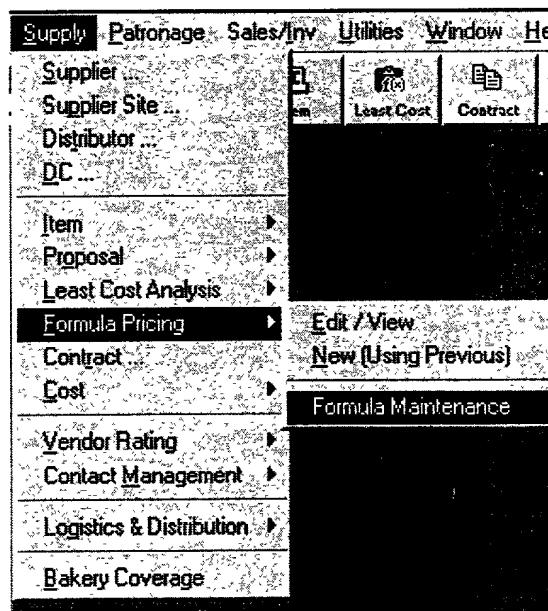
Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235



23600

FIG. 236